FLEET OWNER

McGRAW-HILL'S MAGAZINE OF FLEET OPERATIONS

APRIL • 1958
50 CENTS

SPEED & STOP RECORDING INSTRUMENTS . . .

. . . who's using them today—why and where—p. 62

Complete contents starts on page 5

DOUBLE SURE

Engineered Re-Powering for every type of fleet

for lower per-mile oil cost, fuel bills—less In-Shop Reconditioning Time—Specify RAMCO 10-Up Sets!

only RAMCO 10-Up Piston Ring Sets Give You CIRCUMFERENTIAL EXPANSION Chrome Oil Rings to Re-Power any engine—Old or New!

In RAMCO 10-Up Sets you get either the Chrome C-9 or Chrome Spiro-Seal oil rings—whichever are best for the engine. Each ring is engineered to restore new engine power, pep and oil economy in specific types of cars, trucks, tractors, buses.

Both rings have years-ahead *circumferential expansion action*—giving you years-ahead cylinder conformability—whether the engine is of the older type or of the new family of engines.

That's why you're DOUBLE SURE you re-power *right* when you specify RAMCO 10-Up Sets!

RAMCO 10 up PISTON RING SETS

RAMSEY CORPORATION, St. Louis 8, Mo.
a subsidiary of ***Thompson Products, Inc.***

* LOOK! COMPARE!

SEE WHY RAMCO'S CIRCUMFERENTIAL EXPANSION ACTION INSURES HIGH CONFORMABILITY, SIDE SEALING, SURE-FIRE OIL CONTROL.

CONVENTIONAL OIL RINGS

Conventional oil rings have inner-rings which are limited to 6 or 7 outward thrusts to seal ring against cylinder wall.

CHROME SPIRO-SEAL OIL RINGS

The RAMCO Spiro-Seal segment utilizes an exclusive, years-ahead circumferential expansion principle which insures high conformability to cylinder walls. It works like a watch spring to adjust to taper or wear. Riding *independently of piston groove depth*, it provides equalized radial pressure against cylinder wall for positive oil control.

CHROME C-9 OIL RINGS

Here is the most advanced expression of the circumferential expansion principle. This newest advancement in ring design assures a new high in conformability. With an average of 60 outward thrusts, it adapts easily to cylinder variations and variable operating conditions, in both stop and go and high speed operations.

Copyright 1958, Ramsey Corp. R-256PO

See for yourself how **Goodyear Rims** reduce tire failures

Note how narrow base forces beads together, causing excessive sidewall flex. Result: tire trouble.

First and only proved lightweight carbon steel rim. Tires roll on a broader base, with less flexing, less heat. Proved in 8 years of constant road use.

Exclusive Goodyear Bond-a-Coat finish resists corrosion and discoloration indefinitely.

Stopping tire trouble is always easier, when you know where it starts. Often the troublemaker is the rim.

That's why, for lowest-cost-per-mile, you'll find it pays to specify Goodyear Wide Base Rims. They reduce such common causes of tire failure as tread cracking, tread wear, sidewall failure, ply separation and bead failure.

In fact, these scientifically engineered rims make possible up to 30% more service from tires.

What's more, Goodyear Wide Base Rims, in nearly all sizes, weigh less than old-style rims. On a tractor-trailer unit, *this can mean a pay-load increase of as much as 100 pounds.*

Let the Goodyear Rim Engineer give you the whole story on these modern rims, and what they can do to reduce your tire costs. Write: Goodyear, Metal Products Div., Akron 16, Ohio.

Watch "Goodyear Theater" on TV—every other Monday, 9:30 P.M., E.S.T.

Buy and Specify **GOODYEAR** *More tons are carried on Goodyear Rims than on any other kind*

METAL PRODUCTS DIVISION

These hard workers depend on Texaco

"Texaco lubricants keep our fleet of more than 600 drive-it-yourself trucks in top operating condition. Ever since we started in business, Texaco has given us quality, performance, economy."

—S. J. Palisano, President, Ryder-Lincoln Truck Rental, Inc., Buffalo, N. Y. Charter Member, National Truck Leasing System.

Quality, performance and economy are particularly important to the owner of a fleet of drive-it-yourself trucks. That's because these trucks may often be subjected to much more rigorous use and unusual driving conditions than privately-driven vehicles. But there are still other important advantages offered by the Texaco lubricants most widely used by fleet operators:

1. Texaco D-303 Motor Oil HD, for both diesel and heavy-duty gasoline engines, prevents harmful deposits. It keeps engines clean and rings free for full compression and complete combustion. It is your assurance of more mileage between overhauls.

2. Texaco Marfak gives continued protection for chassis bearings. It can't squeeze out of chassis bearings, but seals itself in to guard against wear and rust. Marfak Heavy Duty protects wheel bearings by sealing out dirt and moisture, needs no seasonal change.

for clean, smooth, economical operation

3. Texaco Universal Gear Lubricant EP takes pressure off gear surfaces, extends gear life. It offers the extra protection of an extreme pressure additive.

Your Texaco Lubrication Engineer will be glad to tell you about other special Texaco features, and to help you select the proper Texaco lubricants for your truck or bus fleet. Just call the nearest of the more than 2,000 Texaco Distributing Plants in the 48 States, or write The Texas Company, 135 East 42nd Street, New York 17, N. Y.

TEXACO
IN ALL 48 STATES

LUBRICATION IS A MAJOR FACTOR IN COST CONTROL

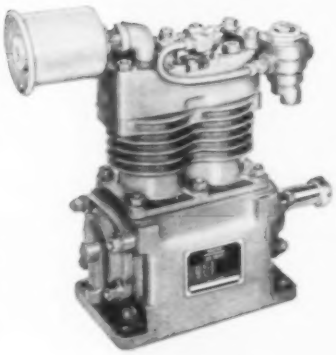
(PARTS, INVENTORY, PRODUCTION, DOWNTIME, MAINTENANCE)

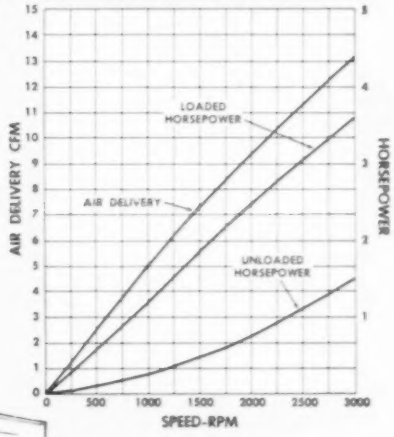
MIDLAND COMPRESSORS

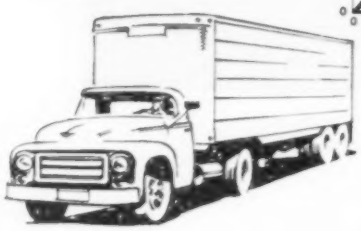
Are Your Best Buy For Maximum Air Delivery!

MIDLAND MODEL 7.4

PERFORMANCE AT 100PSI DELIVERY PRESSURE







Compare Midland's Delivery Curve With That For Any Comparable Model And Prove It To Yourself!

Because Midland Air Compressors have greater built-in efficiency, they deliver more air at any given speed than comparable models of other makes. And they require less horsepower to do so!

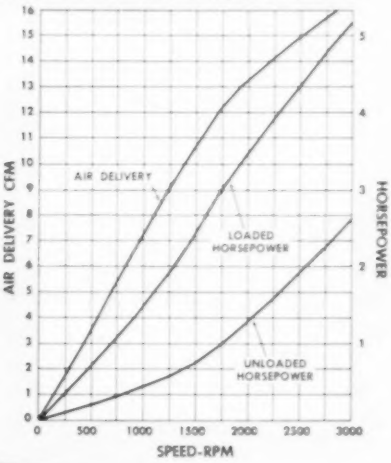
These performance charts of tests run in Midland's testing laboratories clearly show the rapid, ever-increasing air delivery curve for both the popular Model 7.4 and the heavy-duty Model 12.

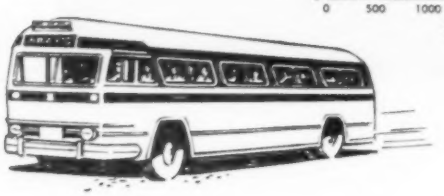
Compare them with performance charts for any other make compressor and see for yourself how much better Midland Compressors perform.

In addition to delivering more air, these dependable compressors are lighter, run cooler, protect you against oil passage and carbon. See your nearest Midland Distributor or write the factory direct.

MIDLAND MODEL 12

PERFORMANCE AT 100PSI DELIVERY PRESSURE





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M-R MIDLAND-ROSS CORP.

The Only *Complete* Line of Braking Equipment

STORIES TO WATCH FOR IN **FLEET OWNER** APRIL 1958

5 pages of up-to-the-minute "must" reading

Detroit Cracks Down on Parts Fakers 20
Here's how Ford plans to stop counterfeiters using its name, plus news on transmission PM and industry growth.

Multi-car Dealerships Are On the Way 24
Next step in automobile sales may be supermarket tactics. Here are some new angles on display panels and spares, too.

More Cracks Appear in Midwest Reciprocity 28
And you'll want to check these "briefs" on transit coach air-conditioning, driver courses, two-way radio research.

Recession Cools Off Labor Cleanup Drive 32
Unemployment has turned the tables. Now unions are hitting at the government. Even the Teamsters have found peace.

How to Cost-Tailor Your Medical Program 36
Think fleet medicine is too expensive for you? Here's how to set up a program that will suit your pocketbook.

This answers some of those questions you would like to ask

What Did Ford Design Into its New Trucks? 55
That's an important question for heavy-truck buyers. And FLEET OWNER decided to get you the answer. Here's what top Ford men had to say when Detroit Editor Holger Ridder got together with them in an exclusive interview.

Here's Proof Vehicle Appearance Pays Off 59
Tests show the Post Office's switch to red, white, and blue is chalking up benefits in safety and morale.

Let's take a look into the future of fleet maintenance

Newest Wrinkle in PM: A Scientific Lab 60
Expensive? Sure, but this fleet is positive it's going to see fast, big returns for its investment. What it's looking for is a 25% slash in PM costs. Big fleet or small, the point's the same: Equipment can save money.

Survey: How Speed and Stop Recorders Rate 62
Answers from 723 fleetmen show that a lot of people may be missing a good bet. Users of these instruments give them an overwhelming vote of confidence. Check this survey to find out what they have to offer to you.

Hand Tools—Basic Torque Wrench Types 68
You can eliminate misuse of these important tools if you have the facts to show your shop men. Here, in text and pictures, is a quick rundown on how they work.

For more contents turn to next page

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How should you route your vehicles if you use LP gas? Here's the answer, a complete guide to all the stations equipped to sell your drivers fuel.

There's a Right Way to Handle Paper Bags 123
And if you're wondering what it is, if you're sick of paying for damaged loads, then this story's for you.

New Road Equipment Hits the Market 127
Everyday it gets easier to match the vehicle to the job. You may find the body you've been looking for in this batch of fresh models available to fleets.

Will Air-Freight Cut into Your Business? 176
Could be truckers are following the railroads down the path to extinction. Here's how FLEET OWNER sees it.

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Watch for these stories in up-coming issues

How to get rid of your used vehicles. Here are ideas picked up from fleets around the nation. FLEET OWNER is checking to see what methods operators use to get the most profit out of vehicles that are retired. This story will cover trucks, trailers, buses and passenger cars.

What you need to know about additives. There's an unmistakable trend toward increased use of additives and you need to be up on the facts, both to weigh decisions on what to use and to talk with oil men.

Money for the fleetman—where to get it. Here's a rundown on the sources that are open to the fleet in need of financing. This story will open your eyes to new possibilities, tip you off on what bankers will want to know, what forms of loans you can get and how to get them.

FLEET OWNER

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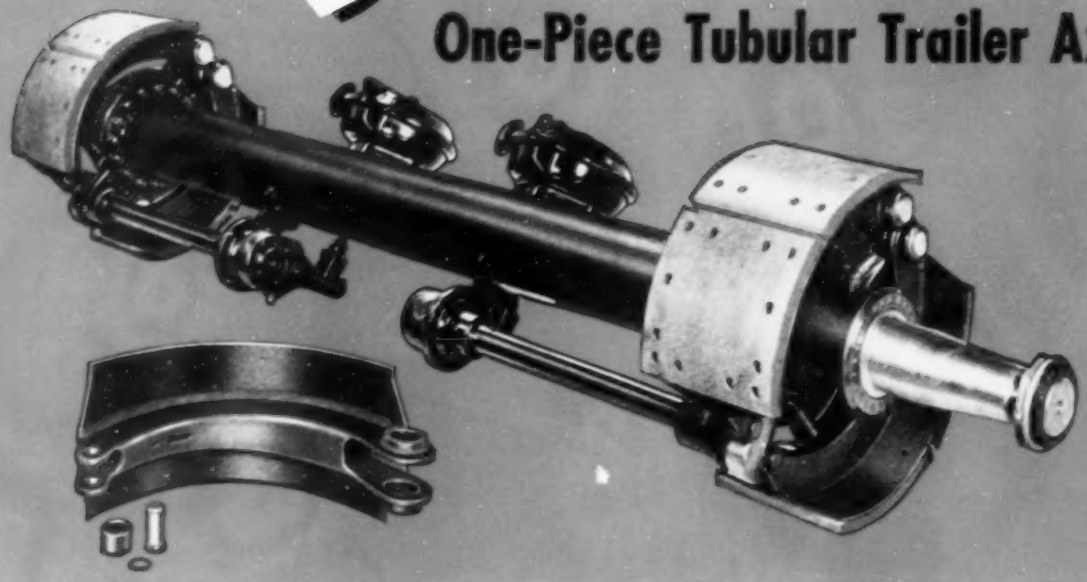
LIGHTER, STRONGER, BETTER THAN EVER!

the 1958 SHULER

One-Piece Tubular Trailer Axle



Now Shuler offers the finest trailer axle *ever* — a new lightweight axle of 18,000 pounds capacity that retains all the famous Shuler one-piece advantages of the past, plus many new design features:

- Improved upsetting and forging process insures the strongest and lightest axle center that can be produced. Design eliminates all welding in the construction of the axle beam.
- New lightweight fabricated steel brake shoes.
- New lightweight reinforced drums and lightweight forged steel hubs.
- New spring-loaded buna composition wheel bearing grease retainer moulded in "one-piece" and specially designed for heavy-duty trailer axle applications. Simply designed and durable camshaft supports with spherically held bushings insure perfect alignment in camshafts. Removable nylon bushings are provided at both the inner and the outer camshaft bearings.
- Spider is bolted on—not welded—to permit replacement in the field.
- One-piece forged camshafts are coined and hardened.
- Extra-large anchor pins and bushings plus hardened cam rollers and roller shafts, for longer life, better over-all service.
- Brake assemblies are attached to the axle by means of hardened alloy steel bolts.
- Specially designed composition seals at both inner and outer camshaft bearings insure proper lubrication at these important points.

For further information, write or call:

SHULER AXLE COMPANY, Incorporated, LOUISVILLE, KENTUCKY

Subsidiary of Fuller Manufacturing Company

SALES OFFICES: CHICAGO, DETROIT, PHILADELPHIA, OAKLAND AND TULSA

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No. 382 Yankee Universal Stop & Tail Lamp.

Motorola Private-Line radio... the new kind of 2-way radio

This new concept in 2-way radio communications has been best described by satisfied users..."It's almost as if we had the channel all to ourselves. We only hear our own messages."

Motorola Private-Line radio is completely quiet except when receiving messages from your own dispatcher. Channel Chatter is gone. Drivers no longer have to listen to the constant stream of messages from other radio users on the same channel. Missed and misunderstood messages are virtually eliminated ...overall efficiency is increased.

And now new Private-Line radio with *Dual Squelch* makes the changeover easy for those already equipped with Motorola radio. During the transition period, your messages can be received by both present equipment and Dual Squelch Private-Line radio.

New system or old, get the full story on Motorola Dual Squelch Private-Line radio. Call your Motorola communications specialist or write for detailed brochure and case history of how a company like yours can increase profits with Motorola radio.

MOTOROLA *PRIVATE-LINE 2-WAY RADIO*

Motorola Communications & Electronics Inc., A Subsidiary of Motorola Inc., 4501 Augusta Blvd., Chicago 51, Illinois

April's Story Behind the Story:

Why We Switched to IBM To Tabulate Our Maintenance Surveys

UNTIL JANUARY 1, 1958, FLEET OWNER's maintenance surveys were hand-tabulated. However, it's been apparent for some time that we were going to have to change the method. Why? First, because tabulating by hand took two girls three full weeks. Second, the tabulation produced only direct answers to the questionnaire. If we wanted supplementary information, we found we couldn't spare the time to go through the questionnaires again. Third, the number of respondents has been steadily growing so that constantly more time was required for tabulation. But we didn't want to reduce the number of respondents because the more answers, the more accurate the results. The problem was clear but what would be the best solution?

We investigated several methods . . .

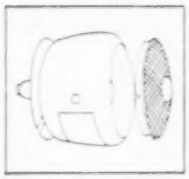
. . . including punch cards, key cards and IBM. We selected IBM primarily because it was the fastest method and used the least manpower. By having the cards punched as the replies come in, we are able to get the results within two days of the time we decide to close the survey. Through this move, we picked up 13 working days and eliminated the possibility of human error.

There's another terrific advantage in using IBM for tabulating results. Let's suppose after a survey appears in the magazine a reader writes to us and says: "I'd like you to re-tabulate question three so that I can see the results for bakeries operating in the 11 western states." When we were using the old hand-tabulation method, we'd have had to write back and tell him we didn't have the manpower or time to make the re-tabulation. Now that the surveys are on IBM we merely have the machine reset to give the desired results and run the cards through again. Time consumed? Only one hour.

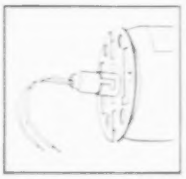
We found an unexpected advantage . . .

. . . in using IBM tabulation. Obviously, the questionnaire had to be set up so the IBM punch card operator could do her part quickly and efficiently. Since we had to change the form of the questionnaire, we explained this on the top of the questionnaire and asked the respondents to be careful in filling out the form.

They were not only careful but (and here's the response we hadn't counted upon) they sent in their returns much more rapidly. Our guess, as to why, is that psychologically IBM forms are more business-like and, therefore, get a more prompt response. To see the results of FLEET OWNER's first IBM-tabulated survey, turn to p 62.



"SNAP-IN LENS"
15-second lens and bulb replacement.



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easy installation or replacement.

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in minutes with its universal bracket.

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Over 200 accessories for fleets described and illustrated. See your Yankee Jobber or write Yankee Metal Products Corp., Norwalk, Conn.

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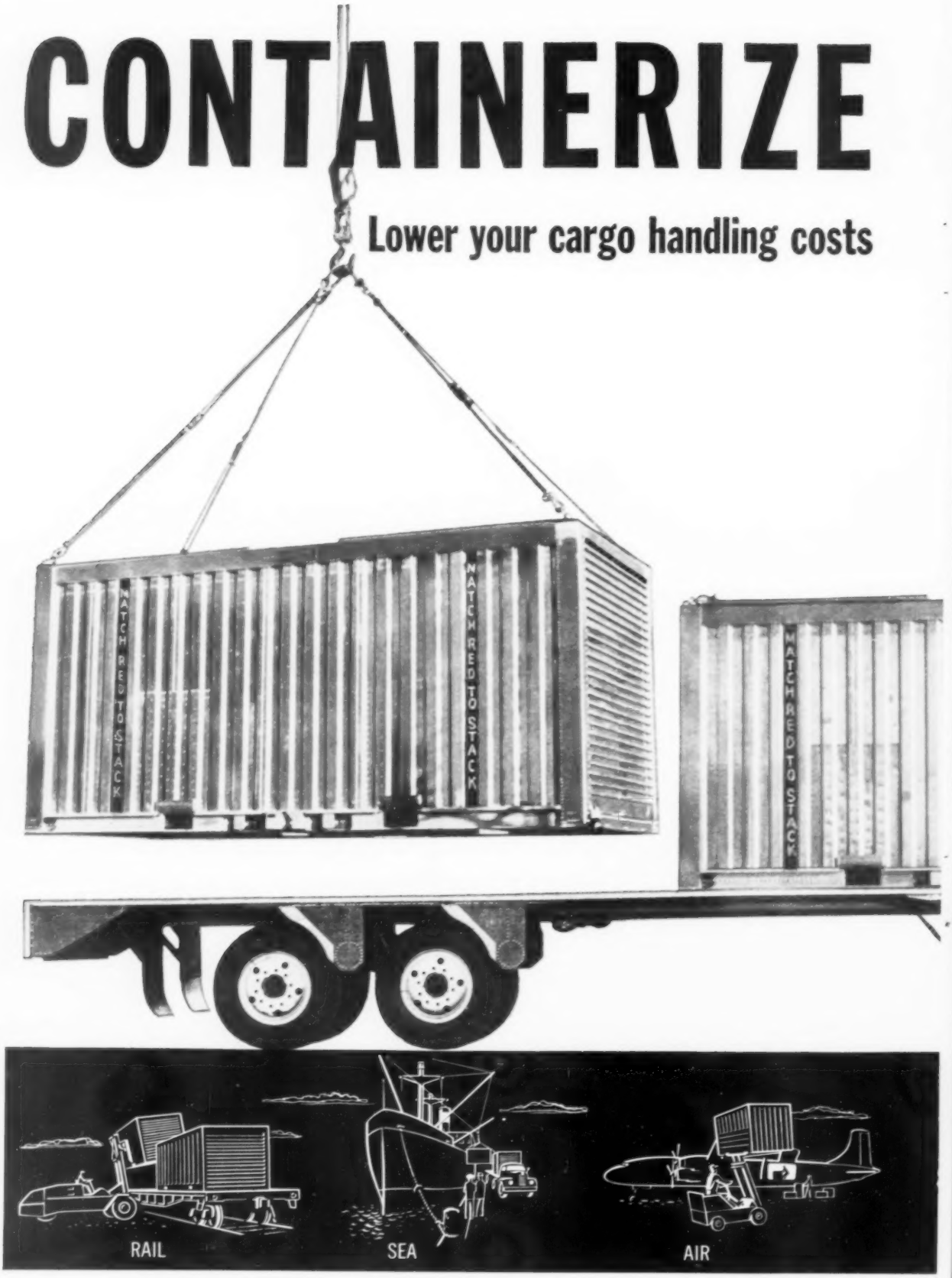
CONTAINERIZE

Lower your cargo handling costs



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with Aerobilt containers for truck, train, ship or plane

Grumman advances modern shipping container concept through aircraft design and production techniques. The new Aerobilt 17' aluminum container for marine, rail and platform semi-trailer gives you 30,000 payload and five-deep stacking fully loaded. The unit weighs less than 2000 lbs. including corner hoisting, fork lifting and locking provisions. Unique weatherproof doors at both ends for straight through cargo loading, roll up on the outside leaving 920 cubic feet of unobstructed area inside. Aircraft monocoque construction of corrosion resistant high-strength aluminum alloy assures minimum weight, maximum ruggedness and years of maintenance-free service.

Let Grumman, with 28 years of aircraft experience, custom-design, service-test and produce containers to fit your present and future shipping needs for land, sea or air. For complete information and specifications write: Mr. George M. Skurla, Chief Engineer, Aerobilt Bodies, Inc., Athens, New York.

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B.F.Goodrich Smileage!

B.F.Goodrich tires roll 140,000 miles before retreading, user reports

THE Chelsea Milling Co. of Chelsea, Michigan, manufactures prepared flour mixes for home use. A fleet of tractor-trailers distributes these products nationally. Tire trouble was a problem until the company switched to B.F.Goodrich Traction Express tires. The report today: failures and bruise-blowouts virtually eliminated, 140,000 miles *before* retreading—far more than from any other make!

One reason for this outstanding service is the B.F.Goodrich FLEX-RITE NYLON cord body. FLEX-RITE NYLON withstands double the impact of ordinary cord materials, resists heat blowouts and flex breaks. No wonder the B.F.Goodrich FLEX-RITE NYLON cord body outwears even the extra-thick Traction Express tread—can still be retreaded over and over!

Now you get even more traction and protection against slippage because of the new Safety Grip tread. Grip blocks have been molded into the Traction Express tread. Hundreds of extra skid-resisting, road-gripping edges give you positive pulling power in forward or reverse.

Take a tip from fleet operators like Chelsea. Switch to B.F.Goodrich Traction Express Safety Grip tires and get longer mileage plus greater traction. See your nearby B.F.Goodrich dealer today or write *B.F.Goodrich Tire Co., A Division of The B.F.Goodrich Co., Akron 18, Ohio.*

Specify B.F.Goodrich Tubeless or tube-type tires when ordering new trucks or trailers

Your B.F.Goodrich dealer is listed under Tires in the Yellow Pages of your phone book

B.F.Goodrich truck tires

The Stock Market Fleet Price Listing

HERE'S AN EXPANDED LISTING of fleet stock prices that includes 50 truck and bus companies. Quotations are as of March 25, 1958, from Shields & Co., 44 Wall St., New York, N. Y. The columns of figures, reading left to right, show total dividends paid in 1958, current bid and asked prices, highest and lowest prices quoted for the stock in 1958. Abbreviations in parentheses after each company name indicate where that stock is traded: OTC (over the counter), NY (New York), Phil (Philadelphia), Balt (Baltimore), Bost (Boston), Cinc (Cincinnati), Amer (American), MidWest (Mid West), PacCoast (Pacific Coast).

	Div.	Bid	Asked	High	Low
AssocTransp(OTC)	—	2⅞	3⅝	4	3½
AssocTruckLi(Midwest)	—	8⅞	9¼	—	—
BaltTrans(PhilaBalt)	.25	5½	—	7¼	6¼
CentWisMotTransp(OTC)	—	5⅝	6⅛	—	—
CincTrans(Cinc)	—	4¾	—	5	4⅜
CityCoachLi(OTC)	—	9	10½	—	—
ConsolFrtwys(OTC)	.20	15⅜	15⅞	15⅝	12⅝
ContTranspLi(ITC)	—	8⅞	9⅝	—	—
CooperJar(Amer)	—	7	7¼	7⅜	6¾
DallasTrans(OTC)	.08¾	5⅞	6⅛	6	5
DenverChi(OTC)	—	20¼	21¼	19¾	17¼
Denver-Tramway(OTC)	—	14½	15¼	—	—
Det&CanadaTun(OTC)	.25	14	15⅜	14¼	12¼
EastMassStRwy(Bost)	—	⅞	1¼	—	—
FifthAvCoach(NY)	—	19½	19¾	22⅝	20⅛
FtWorthTrans(OTC)	—	4½	—	—	—
GaryRwys(MidWest)	—	2¾	3¼	—	—
Galveston-Houston(OTC)	.15	7	7¾	7¼	6½
Greyhound(NY)	.25	15½	15⅝	15¾	14⅜
IndianpTrans(OTC)	—	14	—	—	—
IntersteMotFrt(OTC)	.25	15⅛	16⅜	15	14⅛
IntersteMotLi(OTC)	—	14⅝	15	—	—
KansasCityPs(OTC)	—	3	3½	3	2⅛
LosAngTrans(OTC)	.35	20	20¼	19½	17
McLeanTrucking(NY)	.15	8¾	8⅞	9¾	8½
MemphisStRwy(OTC)	—	2	—	2	2
NatCityLi(NY)	.50	22¼	—	23⅝	19¼
NiagFrontTrans(OTC)	.15	7¾	8½	7¼	7¾
OverniteTransp(OTC)	—	11¼	11¾	—	—
PIE(OTC)	.20	11¼	11⅝	12¾	10
PhilaTransp(Phila,Balt)	—	6½	6⅞	7	4¾
PittRwys(Amer)	—	5½	5⅞	6⅛	5¼
PortlandTrans(OTC)	—	4¾	5¼	—	—
RwyEquip&Rlty(PacCoast)	.50	7	7	5¼	5¼
RoadwayExp(OTC)	.17½	9⅛	10	9⅛	7⅞
RochesterTrans(OTC)	.10	4	4¾	4⅜	4
RyderSyst(OTC)	.25	19⅛	20⅜	18	13
SanAntonioTrans(OTC)	—	8¾	—	—	—
StLouisPS(MidWest)	.25	7⅞	8⅛	8¼	7
SyracuseTrans(OTC)	.50	18	—	17½	17½
TransconFrtLi(OTC)	—	11	13	—	—
TransconBusSys(OTC)	—	2⅛	2⅜	—	—
Twin-CityRapTrans(NY)	.45	12½	—	13	10⅛
USFrtLi(NY)	.37½	22	22⅜	24¼	21½
USTruckLi(OTC)	.40	19	20⅝	20½	18¾
UnitedTraction(OTC)	—	11	14	—	—
UticaTrans(OTC)	—	3¾	5½	—	—
WatsonBrosTransp(OTC)	.13	5⅞	6⅛	6⅜	5¼
WestTownBus(OTC)	—	2	2¾	—	--

PERFORMANCE IS THE PAYOFF!

That's why Bendix Electric Fuel Pump Sales are Zooming

There's no substitute for on-the-job performance. That's why people who have tried all the others always come back to the Bendix* Electric Fuel Pump when they need "must do" performance. The Bendix pump has passed all the tests. Under military supervision, it proved itself at 114° Fahrenheit as well as at 76° below zero. No other pump *anywhere near its price class* could make the grade. The Bendix Electric Fuel Pump is easy to install and service, delivers more gallons per hour—and *positively eliminates vapor lock.* It's the best fuel pump built.

*REG. U.S. PAT. OFF.

Bendix

ELECTRIC FUEL PUMP

BENDIX AVIATION CORP. (Eclipse Machine Div.), Elmira, N.Y.

PRESTO! JUST PRESS BUTTON! LIFT UP TO 1,000 POUNDS

CURTIS MASTER Electric LOADER

Ample for ALL loading jobs. Mounts on chassis. Smooth, electro-hydraulic system rises or lowers at any point.

Amazing simplicity and ease for use on any model truck rear or side door. Loads lifted straight up. Platform can be loaded from either side. Light weight but sturdy. Mounts on chassis quickly with 2 sturdy *U-bolts.* No alterations to truck needed. Can be transferred to any other truck. "Power package" and remote control unit hug the truck. All moving parts (except lifting arms) completely housed for safety.

For ½, ¾ or 1 ton pick-up or stake trucks

CURTIS MASTER LOADER SAVES TIME, MONEY, MEN; REDUCES CHANCES OF PERSONAL INJURY, PROPERTY DAMAGES; INCREASES EFFICIENCY; LOWERS HANDLING COSTS.

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PROFITS GO UP WHEN TEMPERATURE GOES DOWN!

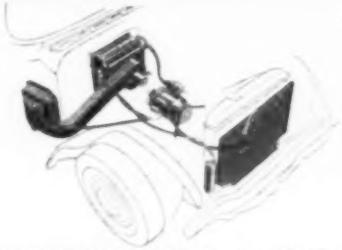
HARRISON Car and Truck Air Conditioning Boosts Driver Morale...Lifts Company Prestige!

Keep your fleet on its feet all summer long with Harrison Air Conditioning. Your drivers will look their best and work their best in the comfortable, invigorating atmosphere of a Harrison-cooled car or truck. And they'll make a powerful selling impression for your company. Now there are *two* great Harrison Air Conditioning systems—Custom "under the hood" and the thrifty new *Cool-Pack* that fits snugly under the dash. So whether you've already purchased your new cars and trucks—or plan to buy—ask your General Motors dealer about Harrison Air Conditioning. It's the cool cargo that will pay its own way every trip.

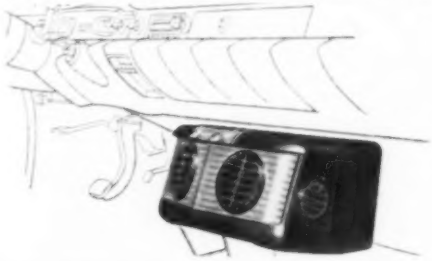
cool air by the carload

HARRISON
AUTOMOTIVE AIR CONDITIONING

A GM PRODUCT—AVAILABLE AT YOUR GENERAL MOTORS DEALER



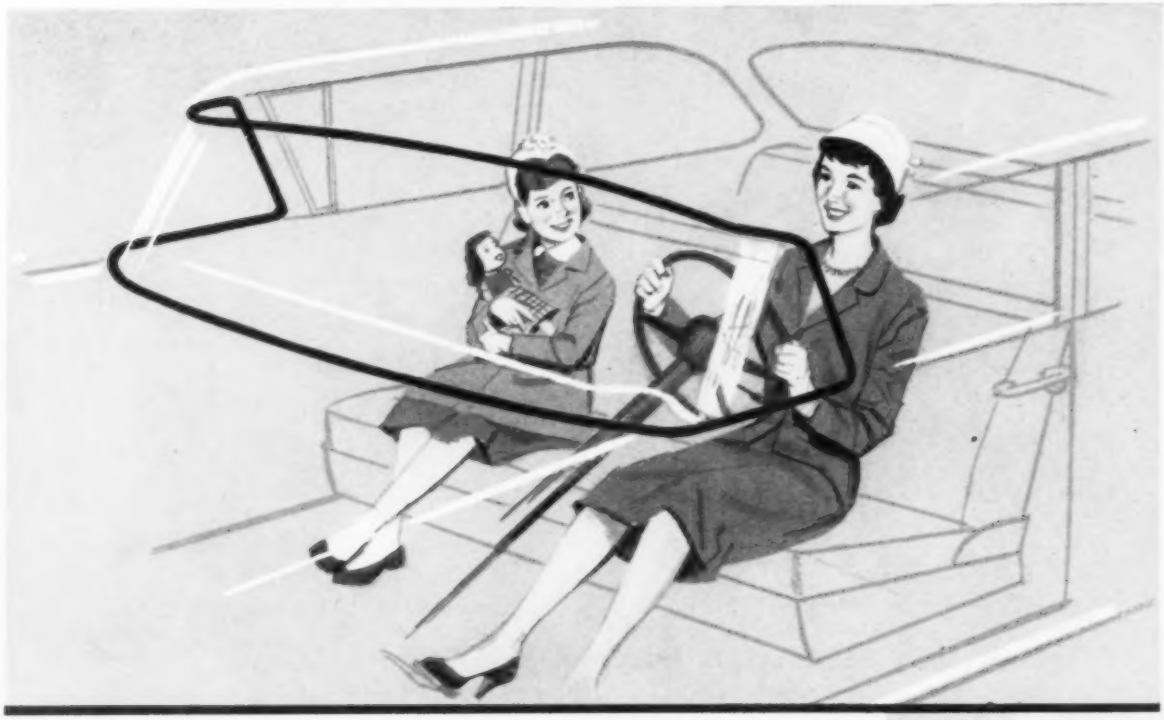
CUSTOM—UNDER THE HOOD—is available on the new Cadillac, Buick, Oldsmobile, Pontiac and Chevrolet.



COOL-PACK—UNDER THE DASH—is designed for the new Chevrolet, Pontiac and Buick and most 1958 Chevrolet trucks.

HARRISON RADIATOR DIVISION, GENERAL MOTORS CORPORATION, LOCKPORT, N.Y.

Designs for all-weather comfort start at the windshield



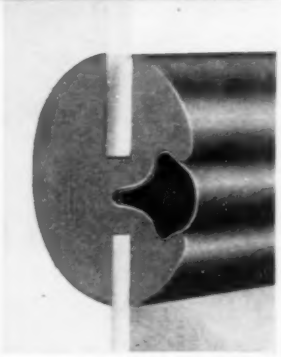
with INLAND
Self-Sealing Weather Strip

It's always fair weather behind Inland Self-Sealing Weather Strip, the only weather strip made that assures positive, permanent, all-weather comfort and still permits complete freedom of design.

Inland's Filler Strip makes the difference because both glass and body panel are under compression assuring leakproof protection. Inland Weather Strip goes into place without special moldings, channels, binder strips, and cements. Result: savings in design, construction, installation, and replacement, because what normally requires full-time services of two men can be done better *and faster* by one man.

Today, constant use under all weather extremes proves Inland best for manufacturer, user, and servicer.

We'll gladly show you how to anticipate —and profit by—the desire and necessity for all-weather comfort made possible by Inland Self-Sealing Weather Strip.



Here's how it works: *Strip goes into body panel; glass goes into strip. Filler strip is then "zipped" into a much smaller channel creating a powerful compression on panel and glass and effecting a positive, permanent, leakproof seal.*

INLAND MANUFACTURING DIVISION
General Motors Corporation, Dayton, Ohio

INLAND SELF-SEALING WEATHER STRIP IN *ACTION*

Transportation Industry

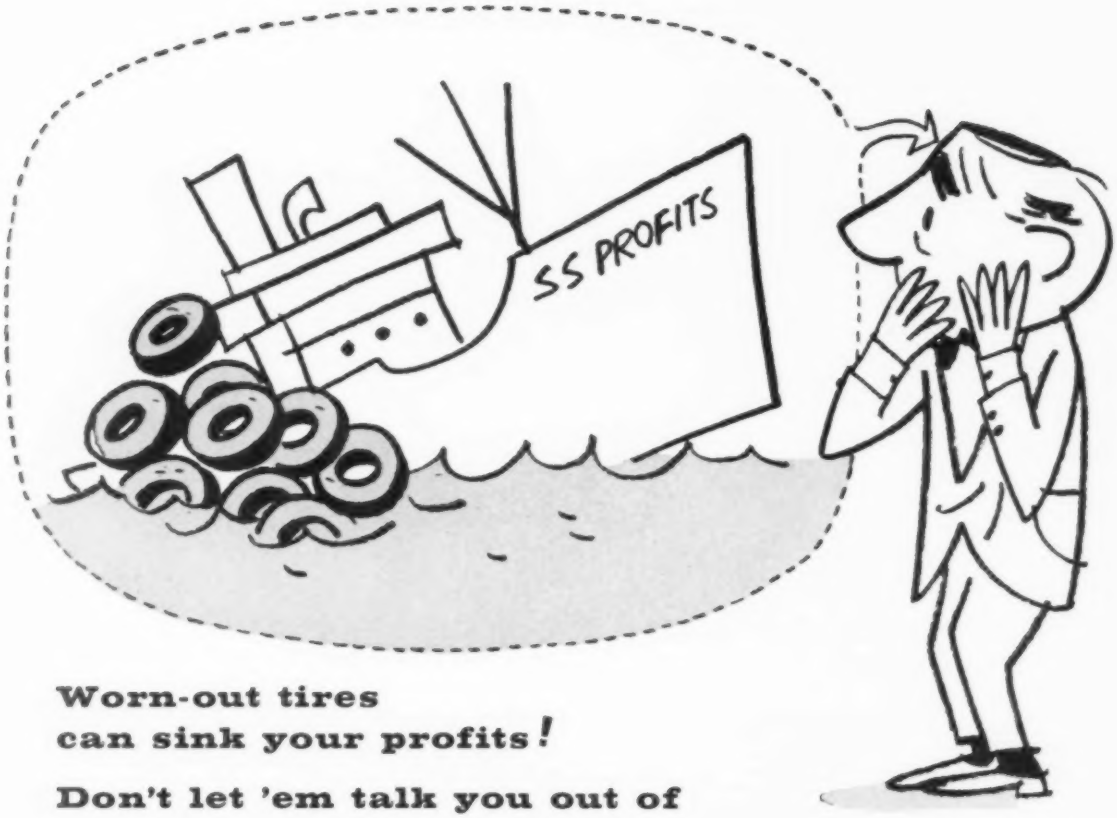
Railway Equipment

Marine Applications

Automotive Installations

Over-the-road Equipment

Commercial Structures



Worn-out tires can sink your profits!

Don't let 'em talk you out of

SUPER RAYON CORD TIRES

and their

PREMIUM STRENGTH +++

Premium strength

Today's new Super Rayon cord is far stronger than a tire cord has to be—pound for pound, it's strong as steel! It's a vastly improved cord, 50% stronger than rayon used to be. New Super Rayon—super rugged cord!

+ long runs

14 to 26% longer runs with Super Rayon cord tires are shown by actual driving tests. Rayon clings to rubber tight, flexes right, resists shrinking and stretching. Stability means less strain on rubber, longer wear!

+ retread economy

Fewer steps are needed in retreading, because Super Rayon is more dimensionally stable under heat. Less special treatment means important retread economies. That can *really* add up for you as a fleet operator.

Insist on Super Rayon satisfaction with low-operating costs!

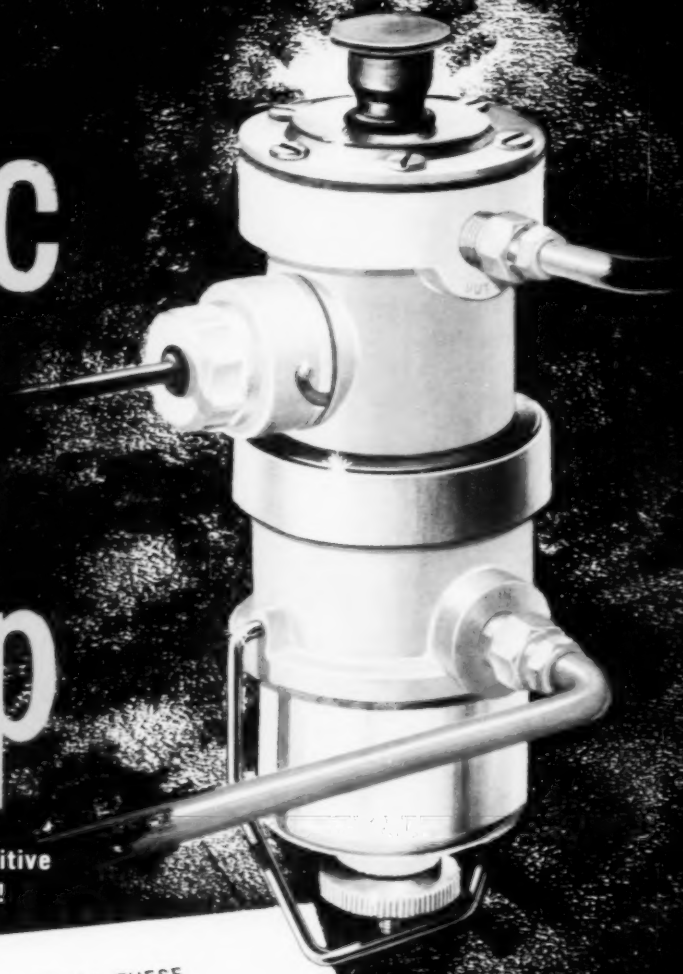
AVISCO TIRE RAYON

American Viscose Corporation, 350 Fifth Avenue, New York 1, N. Y.

all new from Stewart-Warner...

MODEL 240 A

electric fuel pump



for instant starts . . . and constant, positive fuel flow both winter and summer!

ONLY STEWART-WARNER OFFERS ALL THESE ADVANTAGES AND SUPERIOR FEATURES:

Highest delivery rate! Up to 60 gallons per hour, with oversize piston, coil and power spring.

Adjustable pressure! Pump can be easily adjusted from 1 PSI up to 7½ PSI to give exact shut-off pressure required by any carburetor.

Built-in automatic pressure regulator! Prevents flooding and starving. Maintains desired pressure at carburetor . . . gives smooth, steady fuel supply . . . eliminates surging.

Built-in fuel filter! Extra-large reservoir and oversize filter element.

Easy wiring and installation! Battery can be either positive or negative ground.

Serviceable in field! Routine maintenance—even complete overhaul—can be done by your own service personnel.

Minimum inventory! Just two models—6-volt and 12-volt.

For cars, trucks and all gasoline engines • See your wholesale supplier for details

...Plus another great new product from Stewart-Warner

the Stewart-Warner... "national" governor

Controls engine speed for greatest fuel economy...reduces maintenance costs!

- For gasoline engines on trucks or cars—adaptable for propane and butane.
- Prevents over-speeding in any gear.
- Maintains engine speeds within the most efficient and economical operating range.
- Permits normal engine operation at all speeds below governed speed.
- Vacuum spark controls not affected below governed speeds. No vacuum attachments required—operation not affected by altitude.
- Does not affect automatic gear shift.
- Reduces tire and brake wear, gasoline and oil consumption due to excessive speeds. Reduces accidents, engine overhauls, repair bills.

Junior and Senior models available for either low or high speed settings.

See your dealer for complete details, or write Stewart-Warner Instrument Division, Dept. IN-58, 1840 Diversey Parkway, Chicago 14, Ill.

Symbol of SW Excellence

INSTRUMENT DIVISION
STEWART-WARNER CORPORATION

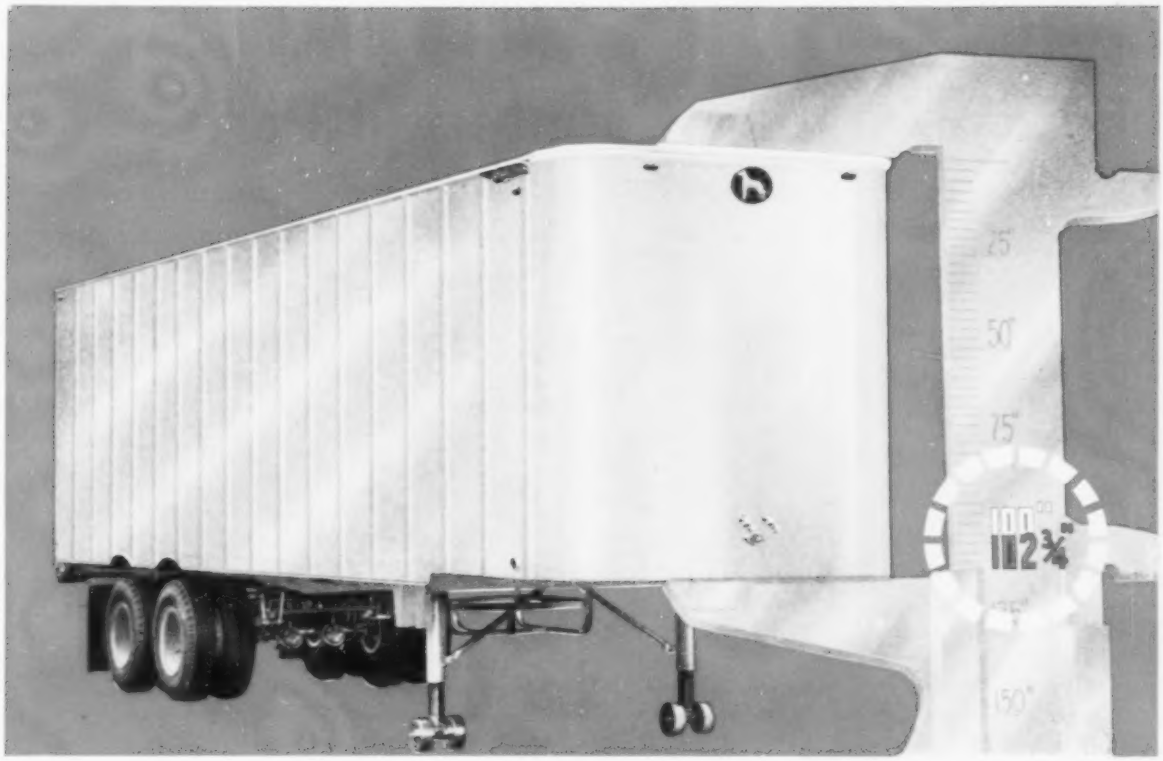
for safe, dependable fleet performance, install Stewart-Warner instruments

Rugged, vibration-proof universal-mounting gauges. Ammeters, water temperature and oil gauges, vacuum gauges.

Sturdy electric tachometers with full 270° dial range. Easy to install. Not affected by variations in temperature or electrical system voltage.

Packaged flexible shafts... replacement speedometer and tachometer cores. Flexible . . . non-raveling . . . minimum backlash.

...including quality drive equipment for complete replacement installations!



Try the LEVEL-LOADER for size!

102¾" OUTSIDE 100" INSIDE

The Level-Loader will give you more inside capacity than you have seen in a straight-floor trailer. This unit boasts a 100" inside height from front to rear with a smooth floor all the way. The new honeycomb roof panel construction used in the Level-Loader allows cargo-stacking right to the top. There are no roof bows in this unit, to snag your lift forks. A big 94" inside width plus the 100" inside height gives you more payload capacity than many drop-floor trailers.

The amazing capacity of the Level-Loader is created by using the strong honeycomb aluminum roof panels and the newly designed, 2¼" upper 5th wheel plate. Advanced engineering design has produced the thinnest, strongest upper 5th wheel on the road. This full-width upper 5th wheel provides a solid, one-piece floor plate forward, and it has the highest strength-weight ratio available due to the true sandwich, all-welded construction. The space-giving outside post design gives you smooth aluminum inside walls. No lining is required.

At the rear this unit stands a perfect 49½" from the ground to the floor so that it loads like an extension of your dock. The steel-framed rear door opening gives you 91" clear width, and maximum clear height. If you are looking for straight-floor maximum capacity, you can't beat the Level-Loader.

For complete specifications on the **Level-Loader** *...the giant of the straight-floor trailers...see your Great Dane man*

GREAT DANE TRAILERS

SAVANNAH, GEORGIA

Ford Wars On Counterfeit Parts

An all-out attack is under way against replacement parts manufacturers using Ford's name. . . And this Detroit news, too: tips from Chevrolet on truck transmission service, and another good report on truck registration growth.

FORD MOTOR CO. is taking drastic steps to put an end to, or at least cripple, the counterfeiting of auto and truck replacement parts being sold as "genuine Ford" factory replacements.

C. A. Brennan, Ford Parts and Service Department, told FLEET OWNER many substandard parts are being sold to the public and to fleet owners as genuine Ford parts. Some of these even carry the Ford crest or emblem: but, said Brennan, they'll cost the fleet owner heavily over the long haul, despite lower purchase prices.

At a recent meeting with Ford vendors (manufacturers supplying Ford parts to Ford specifications) Brennan said: "Safety items, such as brake parts, spindle-bolt kits, and U-joint kits, have been counterfeited widely. For our mutual benefit, we solicit your help.

"Should you, as some of our suppliers have already done, encounter an item which you manufacture for Ford but which you question was actually produced by you, submit a sample and all pertinent details to purchasing. You have our assurance that we will investigate exhaustively and advise you as soon as possible."

Brennan cited some typical examples of counterfeiting. He displayed filter element cartons and pointed out, "each so closely resembles our former tuck-end unit that unless one were specifically searching for differences, none would ordinarily be apparent, even to an experienced observer.

"The value of the Ford design to the simulater is further illustrated by the text of the competitive mailing piece . . . which reads in part: 'Our original-equipment quality replacement-cartridge for Ford vehicles can be supplied in Ford type boxes showing genuine Ford numbers at an additional cost of $0.05 per unit.'

"To protect our customers against these simulations, we now package in this patented, pull-string type can, despite the added costs."

Brennan also noted instances of tail pipe extensions bearing the Ford crest. He said the manufacturer even reproduced Ford installation instruction sheets to help further the sale of its simulated and inferior product.

For fleet owners, Brennan had this advice: "Either deal with an authorized Ford dealer and/or distributor in obtaining replacement parts for a Ford, or with the authorized dealer for whatever make of truck is used, or be sure that the source of supply is reputable and is supplying parts which will meet the manufacturer's specifications. A few cents saved on a so-called genuine cut-rate part may result in costly downtime, repair bills or even an accident."

Brennan continued, "The claim, 'better than original equipment,' has been widely misused: even some of our own suppliers have advertised their aftermarket materials as 'original equipment' which in truth it is not. We are certainly going to contact them in the matter."

Brennan said millions of dollars worth of materials, rejected for quality reasons have reached the market, adding that both Ford and its suppliers have contributed to this situation. For example, he concluded, "We have had cases where unmutilated rejects and usable surplus Fomoco cartons have been sold by suppliers to scrap dealers. It did not take long for the latter to put the two items together and then become packagers and jobbers of the parts involved."

■

Relieve transmission-lubricant leakage in a 1957 Chevrolet truck with a five-speed new process transmission, says the manufacturer, by installing a breather vent in the transmission itself. Vent assembly No. 2257165 is recommended.

The company adds: on transmissions having a late-design cover, incorporating a cast-in vent boss, remove the cover from the transmission, and then drill and tap through the boss. On early-design covers not having the vent boss, install a vent in the spot comparable to the cast-in vent on later models. This should end leakage problems quickly and efficiently.

■

Truck registrations will hit 10 million this year . . . or even pass that mark, according to progress statistics. Latest figures show that from July 1, 1956, to July 1, 1957, truck registrations in the U. S. rose from 9,544,082 to 9,775,950 (a gain of 2.4%). A comparable rise during the year to July 1, 1958, would bring registrations just above the 10-million mark. For the record, the 1957 gain is proportionately lower than the gains of over 4% made in 1955 and 1956.

FORESIGHT

Planning for tomorrow • Producing for today!

Since the earliest days of the industry, Bendix foresight in product design and development has contributed materially to automotive progress.

For example, Bendix* power braking and power steering, two of the industry's most popular new car features, are the results of years of research and engineering by Bendix specialists in these important fields.

Today Bendix engineers are likewise busy planning and developing new and better products to meet the needs of the years ahead.

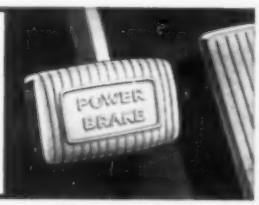
It is because of this foresight the automotive industry looks to Bendix for components that continue to lead in public acceptance and dependable performance.

*REG. U.S. PAT. OFF.

BENDIX PRODUCTS DIVISION **SOUTH BEND** INDIANA

Export Sales: Bendix International Division, 205 East 42nd Street, New York 17, N. Y.

TYPICAL EXAMPLES



Bendix Power Brakes

Bendix Power Steering

Bendix Products Division

Bendix AVIATION CORPORATION

BRAKES • POWER STEERING • POWER BRAKING • CONSTANT VELOCITY UNIVERSAL JOINTS • HYDRAULIC REMOTE CONTROLS

CENTRAL MOTOR LINES INC. GETS OVER 3 RECAPS PER TIRE WITH FIRESTONES!

"Fast, over the highway hauling is our specialty," reports Joe K. Hall, vice president and general manager, Central Motor Lines Inc., Charlotte, North Carolina.

Every year the big Central Motor Lines fleet rolls up tremendous mileage along the Eastern Seaboard and the Middle West hauling textiles and general freight. Schedules are tight, speeds as high as legal limits permit.

"Firestone Transports are the best answer we've found for our kind of trucking," Mr. Hall continues. "Consistently, we average three recaps per tire and up. No tires we tried hold costs in line like Firestones."

Leading fleet records prove Firestone S-F (Safety-Fortified) cord builds in extra stamina for extra recaps. Firestone's exclusive treating process eliminates stretch and body-growth to give more retreads for lower cost mileage.

On drive wheels and free rolling wheels, Firestones save truckers money at every turn. No wonder they're the pride of America's great truck fleets!

TRANSPORT | SUPER MILEAGE TRANSPORT | SUPER MILEAGE LUG | SUPER ALL TRACTION

YOU CAN'T BUY A TIRE THAT COSTS LESS PER MILE THAN FIRESTONE

Firestone

BETTER RUBBER FROM START TO FINISH

Enjoy the Voice of Firestone every Monday evening on ABC television

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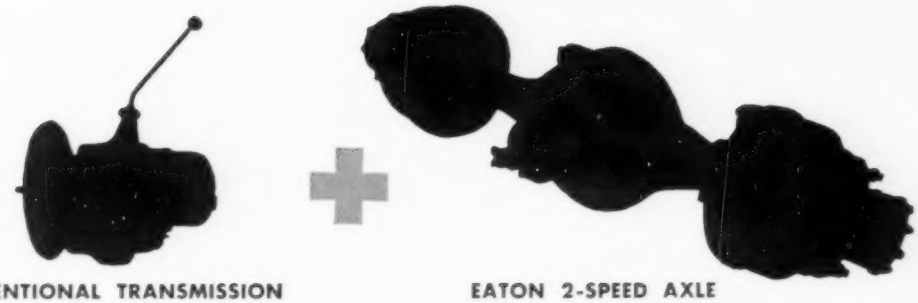
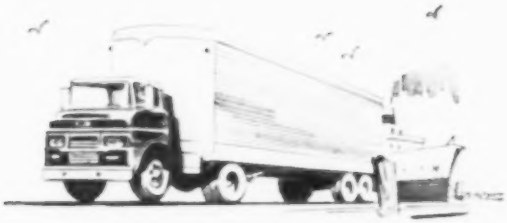


CONVENTIONAL TRANSMISSION + EATON 2-SPEED AXLE

This Combination can Save Hundreds of Dollars on Investment and Hauling Costs!

It's the BEST and LOWEST COST Combination Providing 8 or 10 Forward Speeds



- Lower total weight—permits handling as much as 200 pounds additional payload
- Permits shorter tractor wheel base
- Simple, easier shifting
- Lower maintenance cost
- Lower original cost

EATON 2-SPEED AXLES

More than Two Million Eaton Axles in Trucks Today. For complete information, see your truck dealer.

EATON

EATON AXLE DIVISION MANUFACTURING COMPANY
CLEVELAND, OHIO

Multi-Car Dealerships Are Next

THERE'S BEEN much speculation in Detroit in recent months that the retailing of automobiles may take on a super-market aspect. The thinking runs along these lines: First, within the big three (General Motors, Chrysler and Ford), there would be an increasing number of dual dealerships— that is, handling two or more of the "family" cars. Second, many of these dealerships also would handle foreign cars, and some would take on Ramblers to serve the small-car market.

The third and final step would be for an enterprising dealer (with plenty of money) to establish an auto super-market (probably in a big shopping center) and handle a wide variety of makes. This could include GM, Chrysler and Ford cars, along with foreign and independent makes.

Don't sluff this off as a pipe dream. The subject is being discussed seriously among top auto company executives.

Maybe the first step is in the making already. W. F. Hufstader, vice president in charge of GM's distribution staff, recently told GM dealers (attending the National Automobile Dealers Assn. Convention in Miami Beach) that GM is re-appraising its passenger car and truck distribution network to meet changing market patterns and improve its dealers' profit opportunities.

Hufstader indicated adjustments "may very well result in fewer dealerships in metropolitan areas." This ties in with the oil-industry trend to fewer but larger and more complete service stations. Hufstader says the objective of the new distribution programs "was behind our recent action in lifting the moratorium which limited new dealerships to replacements only."

This could mean that in the not-too-distant future the fleet buyer may go to one outlet to get bids on whatever make of car he wants.

■

Display panels are removable on this station wagon, enabling a salesman to use his fleet car as a family car on weekends and other off-duty times. It's a nice extra to offer your drivers. Dreamed up by Studebaker, the removable panels fit the two-door Scotsman wagons.

For $32.50 you get a conversion kit which turns the Scotsman into a display-type vehicle and back again to a family station wagon. The kit consists of two snap-on side panels on which appropriate lettering or decals can be placed, a rear section snap-on cover, and a rear domelight for lighting the interior of the vehicle when the panels are being used.

Other news on station wagons is Plymouth's addition of a new model. This is the 4-door, 6-passenger Deluxe Suburban, to sell for $113 less than the next lowest priced Plymouth 4-door station wagon. Wheelbase is 122 in., and both 6-cylinder and V-8 engine options are available.

■

New type spare tire is a steel disk with a 2-in. rubber tread. Introduced by Firestone, it's a spare that can't go flat, can serve permanently as an emergency spare.

The "tire" is a disk of thin steel with two inches of solid rubber tread. It takes less than one third the space of a fifth tire in the trunk—and its light weight makes it easy to handle and install. The disk can do the job of a regular tire for distances up to 100 miles.

To install it, you just have to jack up the wheel carrying the damaged tire, remove the hub cap, and attach the spare to the outside of the bad tire with the wheel bolts.

Fleet operators, whose tire purchases are always legitimate business expenditures, should be first to benefit from current tire experiments. Along with this metal-and-tread spare of Firestone's, the regular double-chambered air tire (first was Goodyear's Captive Air) is being picked up by other manufacturers. Firestone has one (Supreme Safety Airlock), and other companies are following suit.

"I LEARNED A LOT FROM 75 MILLION MILES

. . . that's why I use Fords 100% in my Railroad Transfer Service fleet," says Mr. J. L. Keeshin, President Railroad Transfer Service, Inc.

"My experience through 43 years and millions of miles of truck fleet operation from coast to coast has emphasized the fact that Ford is unmatched for all the qualities most important to fleet owners—dependability, low running costs, get-up-and-go, good solid value. That's why I switched 100% to Fords when I took over the Railroad Transfer Service in 1956.

"We now operate 65 Ford passenger vehicles and 14 truck tractors. Most of this equipment runs 21 hours per day, 7 days a week, 52 weeks of the year, clocking nearly three quarters of a million miles annually. Absolute dependability is a must. Vehicles are operated for 30 months without major overhaul and only replaced to capitalize on Ford styling and engineering advances. We overlook *nothing* that will help us in maintaining a profitable fleet operation—in equipment, Fords have what it takes!"

Central Station, Chicago, Illinois

FORD FLEET "STAYING" POWER IS PAYING POWER

When fleet owners get the facts they go Ford. There's value you can bank on to begin with, low running costs, less downtime as the miles roll by. Only Ford cars offer the economy of short-stroke Six and Thunderbird V-8 engines. Compared to its nearest competitor, the 58 Ford is the most durably built . . . best weatherproofed and insulated . . . has the highest quality upholsteries . . . the only double-sealed brakes and a real payload of other features that put Ford first in line for economy, durability and all-round value. These are only a few of the reasons why Fords are preferred for fleet use. Your nearest Ford Dealer can prove it! See him soon . . . this is only the beginning of the story.

***Dependability is the byword of* 58 FORD FLEETS**

PROVED AND APPROVED AROUND THE WORLD

your luck can **fade...**

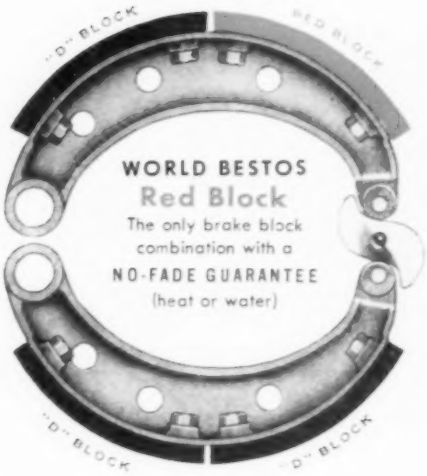
RED BLOCK CAN'T!

In spite of the tremendous temperatures generated by high speed stops and sustained downhill braking, WORLD BESTOS *Red Block will not fade.*

Here's why

The special Red Block *high-friction formula* develops full friction at temperatures as high as 1300°. It removes glaze and water film from drums and maintains a perfect braking surface. As a result, less braking pressure is required and braking time is shortened. You get more miles between relines, less drum wear and *no fade due to heat or water.*

Why gamble with costly equipment and cargos when you can have Red Block safety and dependability? Especially when Red Block more than pays for itself in mileage and lower maintenance costs! Prove it for yourself—Call your WORLD BESTOS Distributor or write direct to WORLD BESTOS, New Castle, Indiana for full details and prices.



You Can't Beat WORLD BESTOS Red Block Combination for Safety!

No matter what the load or road conditions, Red Block Combination will not fade. It can't fade because it's specially engineered to overcome high temperatures associated with heavy-duty fleet service.

WORLD BESTOS NEW CASTLE INDIANA

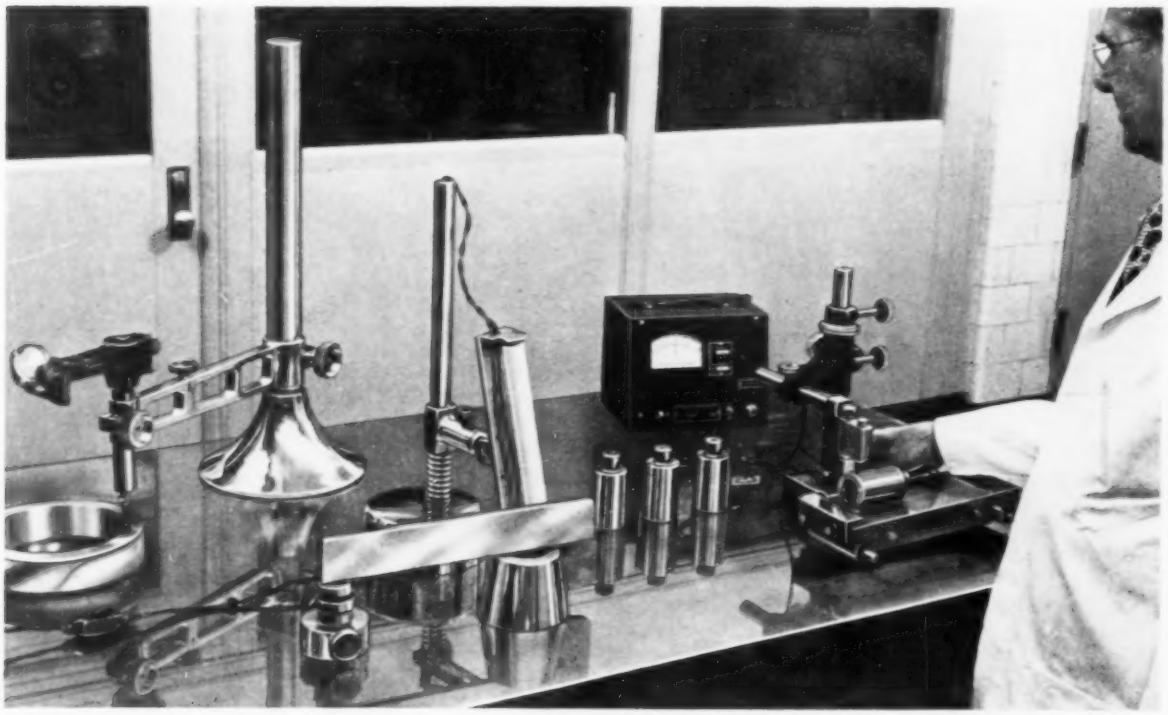
To assure top bearing accuracy we even make our own gages

(Another reason why TIMKEN® bearings are first choice with truck manufacturers)

TO make the finest tapered roller bearings we need the most accurate gages and gage facilities. Some of our gages are so special we had to make them ourselves. For example, we made the huge surface plate shown below. Its finish is so perfect that you can't lift off a precision gage-block that has been pressed on; you have to *slide* it off. It helps us maintain top gage accuracy, and in turn, top bearing accuracy. It's another way we make Timken® bearings better.

Timken bearings are geometrically designed to roll true. And they're made to live up to their design at every step, through rigid quality control. We even make our own steel—America's only bearing manufacturer that does. It all adds up to why Timken bearings are first choice with truck manufacturers.

It's worth your while to do as they do. Always specify Timken bearings . . . your best choice for replacement. Look for the trade-mark "TIMKEN". And send for the free, helpful booklet, "Timken Tapered Roller Bearings —Their Care and Maintenance". Write Dept. OF-4, The Timken Roller Bearing Company, Canton 6, Ohio. Cable address: "TIMROSCO".



SINCE THEY'RE BEST WHEN THE TRUCK IS NEW, THEY'RE BEST FOR REPLACEMENT, TOO!

TIMKEN *TAPERED ROLLER BEARINGS ROLL THE LOAD*

TRADE-MARK REG. U. S. PAT. OFF.

Midwest Reciprocity Threatened

Also new developments in the trend to transit coach air-conditioning . . . truck-driver safety training . . . cost-cutting tests with two-way radio . . . and L. A. Transit bond issue reverses trend.

KANSAS' PROPOSED ton-mile tax has drawn declarations of intended reprisal from at least four neighboring states. If the tax bill (planned by Gov. George Docking) is passed, Kansas trucking will face these penalties:

(1) Officials of Iowa and Nebraska have said such a law would leave them no alternative but to impose taxes on Kansas truck operations in their states. (2) Missouri leaders have voiced the opinion that the proposed Kansas law would destroy reciprocity agreements now in force. And (3), Oklahoma representatives have made it known that Kansas operators will have to buy Oklahoma licenses to conduct business there—if the Kansas ton-mile tax bill becomes law.

These replies to the Kansas proposal came in answer to telegrams sent to neighboring states to determine possible effects of the new tax. Opposition within Kansas is led by J. R. Halladay, managing director of the Kansas Motor Carriers Assn. The association as a whole has attacked the tax as exhorbitant, claiming that it will serve to force many truck operators out of business . . . or at least out of Kansas.

■

Bus air-conditioning is booming in transit operations as well as among the intercity lines. As an example, GMC Truck and Coach Division has announced orders for 122 air-conditioned transit type coaches, all to be delivered this summer. And still more orders are pending.

According to Coach Division General Sales Manager E. P. Crenshaw, the air-conditioning unit to be used in the new coaches is powered from the main coach engine (no need for a separate power plant). Also, there's no loss of seating capacity or vehicle attractiveness.

The transit type units have been hot-weather tested during the past two summers in Houston, Dallas, New Orleans, Memphis and Shreveport—with excellent success. And to check performance under prolonged idling conditions, the air-conditioning was tested in regularly scheduled service by the Fifth Avenue Coach Co. in New York City. There, too, results were good.

Orders have been placed by Public Service Coordinated Transport, New Jersey (52 units), Baltimore & Annapolis Railroad (3 units), and D.C. Transit System, Washington, D.C. (67 units). GMC model numbers of coaches having the new cooling system are TDH-5105, TDH-5106, and TDM-5103.

■

Ford will sponsor safe-driving courses to help trucking companies throughout 1958. After trying the public-service program on an experimental basis during the last half of 1957, Ford Division has decided to put it on a nationwide basis for 1958. The one-week, on-the-road course is taught by Harold L. Smith of the Institute of Driver Behavior and the originator of the "Smith System for Safe Driving."

Smith instructs fleet safety directors, who are then able to evaluate and teach the drivers in their companies. The course is now under way in the San Francisco area and will move to Los Angeles in April and then to other large trucking centers around the country.

■

Laundries will study two-way radio as a cost-cutting device for laundry and cleaning fleets. A one-year program is being conducted by the American Institute of Laundering in cooperation with General Electric Co.'s Communication Products Division, makers of radio units.

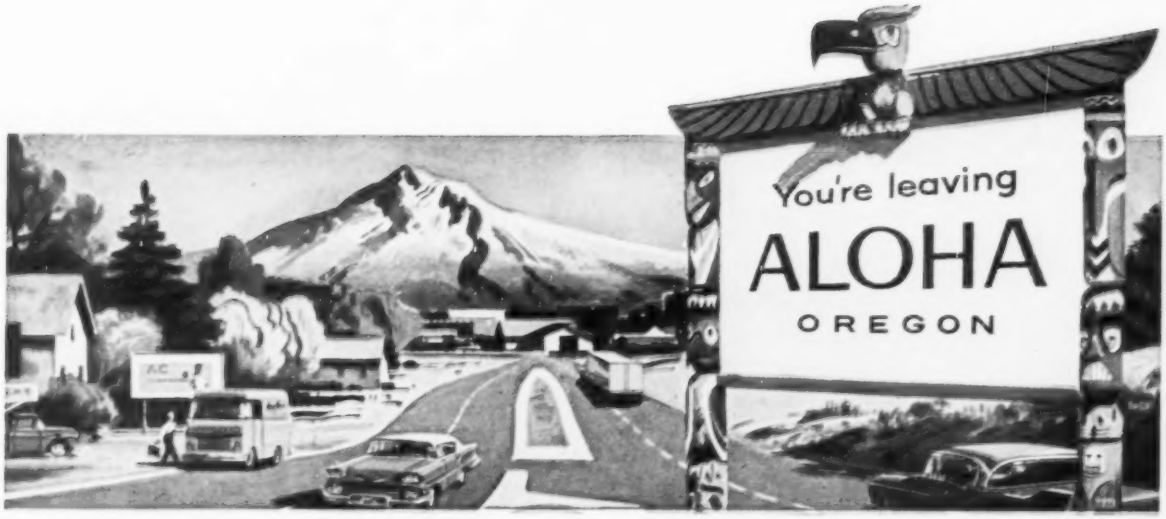
The study will utilize 15 mobile radio units, one to each route vehicle in the test, and a base station at the Institute's plant in Joliet, Illinois. The test will cover:

(1) Radio's savings on telephone charges. (2) Effect on pickup and delivery speeds. (3) Improvements in customer relations. (4) Savings on daily operational costs. (5) Effect on pounds handled per hour.

For the full story on the cost of two-way radio for your fleet, see February FLEET OWNER, p 113.

■

Wall Street jumped at the $40-million offering of Los Angeles Metropolitan Transit Authority serial and term bonds recently placed on the market. Amid reports from other quarters that transit bonds were going begging, the L. A. issue presents a refreshing, encouraging picture.



FROM **Aloha to Cumback**

2,381 MILES—$1.19

For less than 1/20th of a cent a mile, a new AC Oil Filter keeps oil clean, protects your engine!

You are destined to drive over four times the distance from Aloha to Cumback—a total of 10,000 miles—during the next year, if you're an average trucker. The engine of your truck will be subjected to all driving, weather, terrain and traffic conditions. Any or all of these can affect its performance and efficiency.

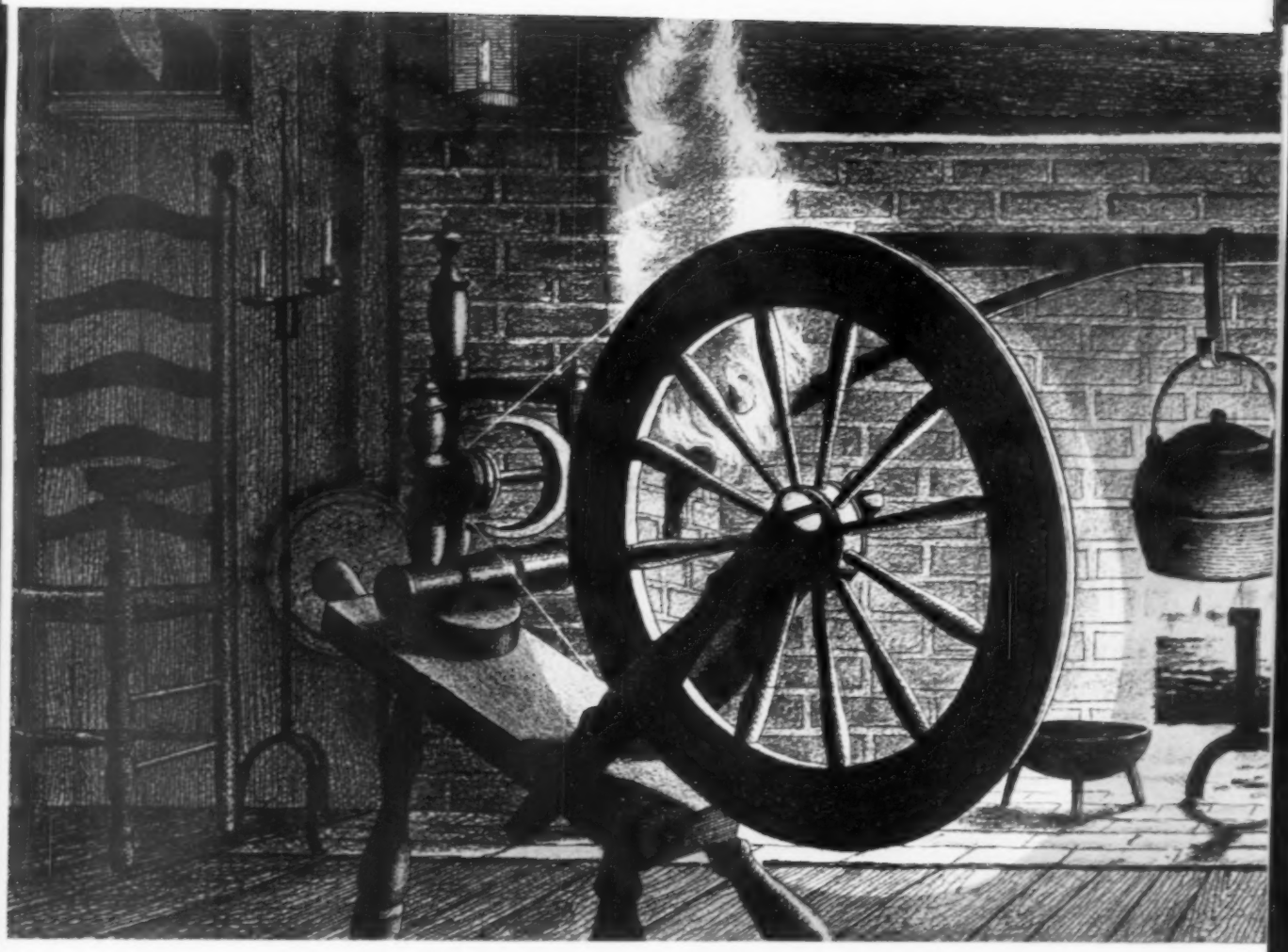
The parts of your truck's engine are precisely machined to close tolerances. An AC Oil Filter cleans all of the oil in the engine every 30 seconds at normal speeds—protects the precision parts from possible damage by dirt, dust, grit and bits of metal as small as 1/100,000th of an inch.

So, the next time you change the oil in your engine—change to a new AC Oil Filter, too! Your nearby AC Dealer will tell you how little it costs.

Watch Walt Disney Studios' ZORRO every week—ABC-TV

CHANGE OIL AND FILTER, TOO!

AC SPARK PLUG THE ELECTRONICS DIVISION OF GENERAL MOTORS



FAMOUS AMERICAN WHEELS

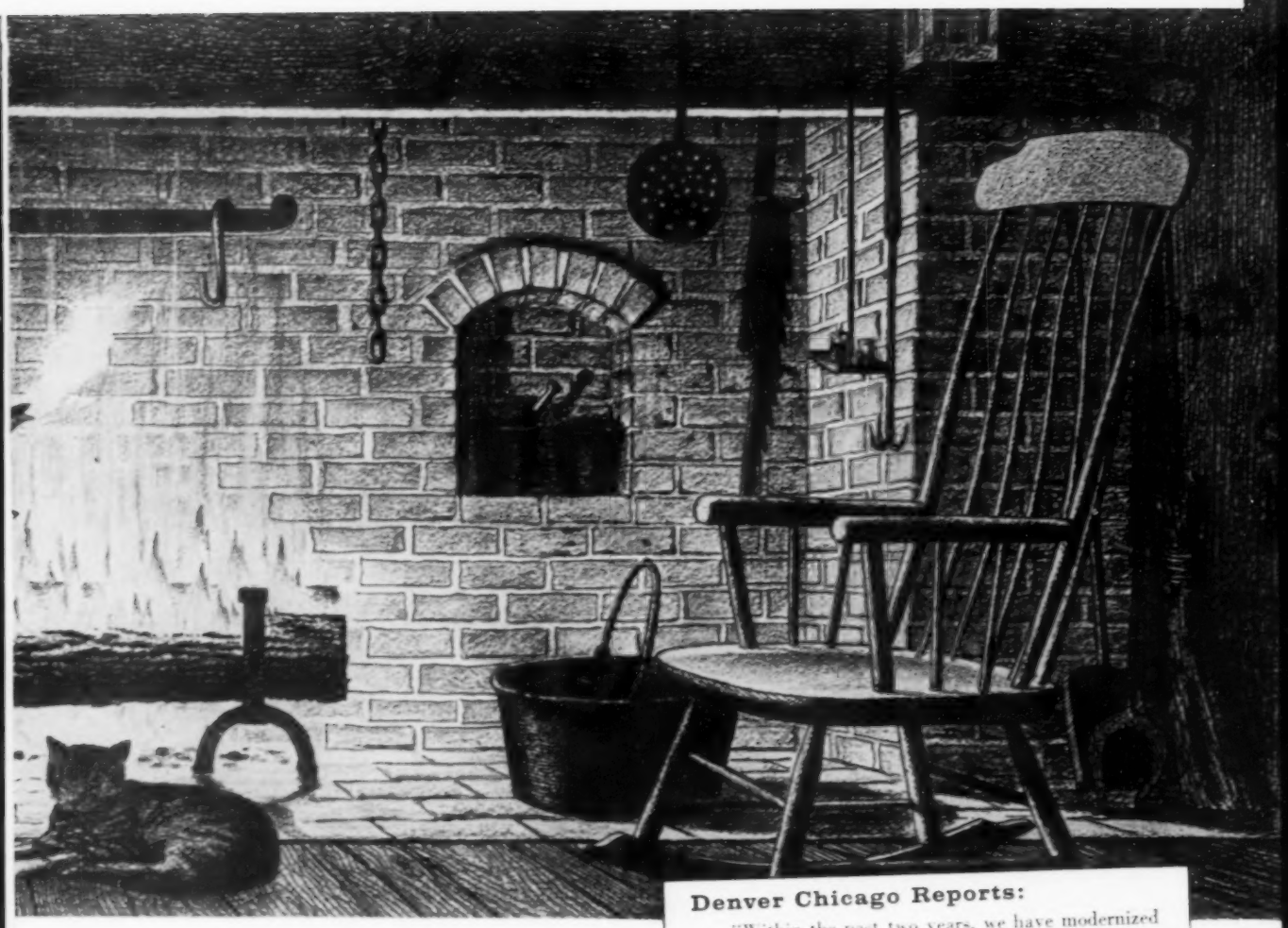
The spinning wheel, a symbol of American determination and progress, marks with historic pride the ruggedness and durability of a nation that struggled for its growth.

Today, another famous American wheel—the Budd heavy-duty steel wheel, tube type or tubeless—reflects this progress, ruggedness and durability against the expanding background of modern commercial transportation.

Over any kind of road, on any type of haul, Budd's "life-of-the-vehicle" steel wheels mean less down time and faster, safer, more economical runs.

NATIONWIDE SERVICE

AKRON—Motor Rim Manufacturers Co.
ALBANY—Wheels, Incorporated
ALBUQUERQUE—Wheels & Brakes, Inc.
ATLANTA—John A. Harris & Son, Inc.
BALTIMORE—Standard Wheel & Rim Co.
BIRMINGHAM—Wheel, Rim & Parts Co.
BOSTON—New England Wheel & Rim Co.
BUFFALO—Frey, the Wheelman, Inc.
CHARLOTTE—Carolina Rim & Wheel Co.
CHICAGO—Stone Wheel, Inc.
CINCINNATI—Rim & Wheel Service, Inc.
CLEVELAND—Motor Rim Manufacturers Co.
COLUMBUS—Hayes Wheel & Spring Service
DALLAS—Southwest Wheel, Inc.
DAVENPORT—Stone Wheel & Rim Co.
DAYTON—Rim & Wheel Service, Inc.
DENVER—Quinn & McGill Motor Supply Co.
DES MOINES—Des Moines Wheel & Rim Co.
DETROIT—H. & H. Wheel Service, Inc.
EVANSVILLE—Auto Wheel & Rim Co., Inc.
FARGO—Wheel Service Company
FORT WAYNE—Wheel & Rim Sales Co.
GRAND RAPIDS—Rim & Wheel Service Co.
HARRISBURG—Standard Wheel & Rim Co.
HARTFORD—Connecticut Wheel & Rim Co.
HOUSTON—Southwest Wheel, Inc.
INDIANAPOLIS—Indiana Wheel & Rim Co.
JACKSONVILLE—Southeast Wheel & Rim Co.
KANSAS CITY—Borbein, Young & Co.
KNOXVILLE—John A. Harris & Son, Inc.
LANCASTER—Standard Wheel & Rim Co.
LOS ANGELES—Wheel Industries, Inc.
LOUISVILLE—Auto Wheel & Rim Service
LUBBOCK—Southwest Wheel, Inc.
MEMPHIS—Beller Wheel, Brake & Supply Co.
MILWAUKEE—Wisconsin Wheel & Rim Co.
MOLINE—Mutual Wheel Co.
NASHVILLE—Beller Wheel, Brake & Supply Co.
NEWARK—Automotive Safety Inc.
NEW HAVEN—Connecticut Wheel & Rim Co.
NEW ORLEANS—Southern Wheel & Rim Co.
NEW YORK—Wheels, Incorporated
OKLAHOMA CITY—Southwest Wheel, Inc.
OMAHA—Morgan Wheel & Equipment Co., Inc.
OMAHA—Omaha Rim & Wheel Co.
PEORIA—Peoria Wheel & Rim Co.
PHILADELPHIA—Kay Wheel Sales Co.
PHILADELPHIA—Thomas Wheel & Rim Co., Inc.



Denver Chicago Reports:

"Within the past two years, we have modernized and expanded our equipment by purchase of 650 trailers and 120 power units.

"Budd steel wheels are specified on our fleet as standard equipment because of their light weight and low operating cost.

"60 million miles in 1957 has proven that our choice was right."

George J. Kolowich, Jr., President
Denver Chicago Trucking Company, Inc.

Their built-in alignment reduces tire wear. Their rims, permanently attached to the disc, eliminate "rim creep." Also, they're easily installed; just "button-down" the ball faced cap nuts.

Investigate Budd heavy-duty steel wheels for yourself. See *why* they have become "standard equipment" for fleet owners country-wide.

Thinking of Going Tubeless? Budd has a complete line of road-tested, economical tubeless wheels, interchangeable in every case with conventional equipment.

The Budd Company, Detroit 15.

PITTSBURGH—Wheel & Rim Service
PORTLAND—Six Robblees', Inc.
PROVIDENCE—New England Wheel & Rim Co.
RALEIGH—Carolina Rim & Wheel Co.
RICHMOND—Dixie Wheel Co., Inc.
ROCHESTER—Frey, the Wheelman, Inc.
SALT LAKE CITY—Henderson Rim & Wheel Service
SAN ANTONIO—Southwest Wheel, Inc.
SAN FRANCISCO—Wheel Industries, Inc.
SEATTLE—Six Robblees', Inc.
SOUTH BEND—Wheel & Rim Sales Co.
SPOKANE—Bearing & Rim Supply Co.
SPRINGFIELD, ILL.—Illinois Wheel & Brake Co.
SPRINGFIELD, MO.—Borbein, Young & Co.
ST. LOUIS—Borbein, Young & Co.
ST. PAUL—Wheel Service Co.
SYRACUSE—Wheels, Incorporated
TACOMA—Six Robblees', Inc.
TOLEDO—Wheel & Rim Sales Co.
WICHITA—Borbein, Young & Co.
WINSTON-SALEM—United-Automotive Service

EXPORT

CLEVELAND, OHIO—C. O. Brandes, Inc.
4900 Euclid Avenue

CANADA

CALGARY—Mutual Supplies, Ltd.
EDMONTON—Alberta Wheel Distributors, Ltd.
MONTREAL—Auto Wheels & Supplies, Ltd.
TORONTO—Wheel & Rim Co. of Canada, Ltd.
VANCOUVER—Wheels & Equipment, Ltd.
WINNIPEG—Ft. Garry Tire & Auto Supplies, Ltd.

Budd

Labor: "Put U.S. Back To Work"

THE ECONOMIC RECESSION has Washington busy these days because it's hanging on longer than was first thought possible. One of the side effects is to take the heat off organized labor.

Just a few months ago the McClellan Committee produced big headlines as it pounded away at Dave Beck, Jimmy Hoffa and a number of lesser officials, as well as professional hoods. The sordid tales of Teamster officials' misbehavior and legal troubles drew crowds of curious sensation seekers to the Senate hearings.

Comparative indifference of Congress and the public is the only thing mustered by the violent story of the United Auto Workers' four-year old Kohler strike. Instead, labor is putting the pressure on Congress and the public. It wants action in a hurry, particularly on unemployment.

The business slide poses a new set of problems—5.2-million unemployed in February, industrial production going down, idle capacity and capital expansion spending plans off 13% from a year ago. Labor itself is more worked up over these than over its internal struggles.

Clearly, big labor has a large stake in seeking the old bounce restored to the sagging economy. Also, it doesn't mind having public attention diverted from charges that unions are in a generally messy condition. Now, it seems, it's not labor but the recession that the public feels "Washington ought to do something about."

Labor's prosperity recipe came too late for the dinner. By the time the AFL-CIO officials presented their plan, just about everybody in both parties had already agreed on the anti-recession ingredients, if not on what measurements to use in mixing them.

The AFL-CIO rally to "Put America Back to Work" was timed sharply. They wanted it to coincide with the official announcement that unemployment had risen past the five-million mark. But it made almost no impact on Washington. The capital was already in a sweat about the recession before the unionists gathered.

Chances are good that most of the AFL-CIO points will be put to use—reduce individual income taxes, liberalize and extend unemployments benefits, and plunge into deficit-financing through more billions for defense spending, public-works building, and speeding up the highway program.

As things stand now, a deficit of startling size is almost inevitable for fiscal 1959, the 12 months starting next July 1. This assumes a big tax cut, for business as well as individuals, and a large dose of spending that the Eisenhower administration is going to accept. The deficit may go as high as up to $7-billion, or even as high as $10-billion.

Meanwhile, the expelled Teamsters were on the outside looking in at the AFL-CIO economic-legislative conference. But Hoffa and company had already appropriated most of the standard anti-recession items for their own program which they have submitted to the White House.

■

All quiet on the Teamsters front • James R. Hoffa has taken over the beautifully modern Washington headquarters of the Teamsters union and is comfortably—if not entirely happily—settled in the president's suite. The discordant element is, of course, that Hoffa has a three-man board of monitors (put there by U.S. District Judge F. Dickinson Letts) that is looking over his shoulder as he conducts the affairs of the far-flung Teamster empire.

Things are busy as the inevitable rearrangement sets in with the transition from the old order of command to the new one. Hoffa is busy, and seemingly chipper. And he's playing his cards close to the vest.

Recently, for example, gossip was revived that Hoffa is promoting a federation of transport unions. This occurred when Hoffa and Capt. William V. Bradley got into a friendly and laughing embrace for photographers at Miami, where Hoffa was appearing for a speech to Bradley's International Longshoremen's Association—like Hoffa's Teamsters an "outcast" union.

Hoffa shrugged off questions, denied any present interest in such an alliance. But the feeling persists that Hoffa would like to engineer one. This probably would not come about until later when the climate of public opinion, if all goes reasonably well, turns fair and warmer toward the truckers.

■

Teamsters win boycott competition • To the surprise of very few, the Teamsters have once more led the list of offenders for secondary boycott. The 1957 boycott figures, just released by the National Labor Relations Board, report 508 secondary boycott cases were filed last year.

The Teamsters retained the crown by a comfortable margin. They accounted for 31.7% of the cases. The nearest runner-up was another regular contender, the Building Trades, with a healthy 28.4% charged against them.

Railway Express Agency installs modern RCA "Split Channel" 2-Way Radio

Looking ahead to new Federal Communications Commission regulations when "Split Channel"* operation becomes effective, Railway Express Agency is already using RCA Narrow Band equipment for dispatchers to keep in touch with pickup-and-delivery trucks en route. Seven terminals are now equipped. "Forewarned is forearmed" . . . and this alert company is ready with the best equipment for the job. RCA Narrow Band 2-Way Radio equipment meets all proposed regulations of FCC, with nothing to be added.

Other RCA equipment users are also protected, since all standard band RCA 2-Way Radio equipment with "Sealed Selectivity" IF filter, for all frequencies, is readily converted in the field to "Split Channel" service.

With RCA you get the greatest number of other benefits including 6/12 volt interchangeability, lowest standby battery drain, low tube replacement costs, color-directed "Rainbow" tuning. "Minitrol" miniature microphone, controls, and speaker combination to step up dispatcher efficiency; "Quiet Channel" to eliminate "channel chatter"; RCA Service to keep equipment operating at its peak. Be sure the equipment you buy offers these advantages!

"Split Channel"—that new system of 2-way radio channeling approved by FCC which doubles capacity now available and is a direct result of development of superior equipment.

Mail coupon for additional information

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☐ Please send me information on RCA 2-Way Radio equipment for "Split Channel" operation.

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COMPANY .....

ADDRESS .....

CITY ..... ZONE ..... COUNTY ..... STATE .....

☐ Also, send free booklet "New Profits for the Trucking Industry."

Low cost all along the line in this efficient cab-forward diesel tractor. Cummins NH-180 diesel engine assures economy on long pulls. Ninety inches BBC. Universal application for longer trailers and high cube loads. Meets bridge formula requirements. Diesel power options to 220 hp. in applications – including three-axle jobs – to 70,000 lbs. GCW.

Westerner Multi-Million-Mile tilt-cab diesel for low rolling and maintenance cost. Light chassis weights speed turn-arounds, add bigger revenues per rig. Cab design cuts service time. 180 hp. Cummins NH-180 engine gives satisfactory power throughout run. Cummins engines available in applications from 55,000 to 76,000 lbs. GCW.

Built in the west for western haulers. High-torque 180 hp. Cummins NH-180 diesel in this conventional model hustles any load without power loss at any altitude or on any pull. Exclusive steering and stable front-end make for sure handling. Diesel power options from 175 to 335 hp. in applications up to 70,000 lbs. GCW.

In the 48,000 lb. GCW range this gas-powered cab-forward model pulls increased ton-loads. Easier handling – 90-in. BBC. Sixteen inches less overall length than conventional units with like cubic capacities. Standard "six" develops high torque and more usable horsepower at lower rpm.–you pay no more for extra payload power.

INTERNATIONAL TRUCKS

Only 48-in. bumper-to-back-of-cab. New INTERNATIONAL Sightliner hauls more legal payload than any other truck in its class coast to coast. High-low vision with *three windshields*. Pushbutton hydraulic lift tilts cab in seconds. Traffic-pacing gasoline or LPG True-Truck V-8 engines offer up to 549 cu. in. displacements in applications to 65,000 lbs. GCW.

Which is best for you?

Wherever and whatever you haul there's an International Truck built to handle it best in the world's most complete truck line!

Proof: On these two pages!
Details: At your International Dealer!
Payoff: On the road and at the bank!

cost least to own!

INTERNATIONAL HARVESTER COMPANY, CHICAGO
Motor Trucks • Crawler Tractors
Construction Equipment • McCormick®
Farm Equipment and Farmall® Tractors

How Medical Care Pays its Way

THE PREVENTION of one serious accident may save more money than the cost of an entire medical program for one year. Fleet owners should not consider a medical department an expense—it's good economics to save money.

Here are five reasons any fleet will benefit from a good medical program:

1. Proper selection of employees, especially drivers, reduces the number of accidents and the associated costs.

2. Prior knowledge of a disability reduces the liability in compensation.

3. Correct supervision and care of injured employees reduces disability and duration of treatment for injured employees.

4. Health counseling maintains better employee relations and reduces absenteeism.

5. Periodic examinations of all employees, especially executives, keeps your organization running more efficiently.

Pre-employment physicals are essential for all employees. This is statutory for interstate drivers, but you should determine the fitness of all employees for their jobs.

In addition, periodic examinations should be performed, depending on the type of work done and the age of the employee. Drivers, for example, should be examined every two years up to the age of 45, and annually thereafter.

Every employee absent for more than 28 days, because of illness or accident, should be examined before returning to work, to make sure he isn't a hazard to himself or the public.

Incidentally, labor has been most cooperative in its willingness to have employees examined after absence. Unions realize the importance of this to the employee. Two brief case histories will demonstrate the value:

• A physician certified an absent driver suffered an upset stomach. The company doctor determined the man had high blood pressure and was having convulsive seizures (epilepsy). After he was given safer work, he had several convulsions on the new job but never injured himself or anyone else.

• When a driver who was required to do heavy lifting returned to work, he was found to be suffering from serious heart disease. He might have been able to drive safely, but the lifting would endanger his life. He was given lighter work.

A company medical program proved a sound investment in both these cases. The investment need not be large, and it can be tailored to meet your company's situation.

Determine your need by the number of employees you have. Here are several methods of developing a medical program suitable to your company:

• The first—and most practical—method is to have a department at the headquarters. The number of nurses, secretaries and physicians will depend on your size. Some small companies may require only a full-time nurse and a part-time physician who comes in to take care of examinations and injured workmen, and to give health counseling.

• An experienced physician, whose office is located as near as possible, can see employees in his office and perform the same services he would at the company. Some doctors prefer to set special hours for employees.

• A group of small companies can combine and employ a full-time physician to take care of their needs. This way, a properly trained industrial physician can establish programs for the individual companies.

• Industrial physicians sometimes have medical centers of their own. Employees can be sent to them for necessary examinations and care of industrial injuries.

The cost of these programs varies, but if planned properly, they can be suitable to the needs of any company.

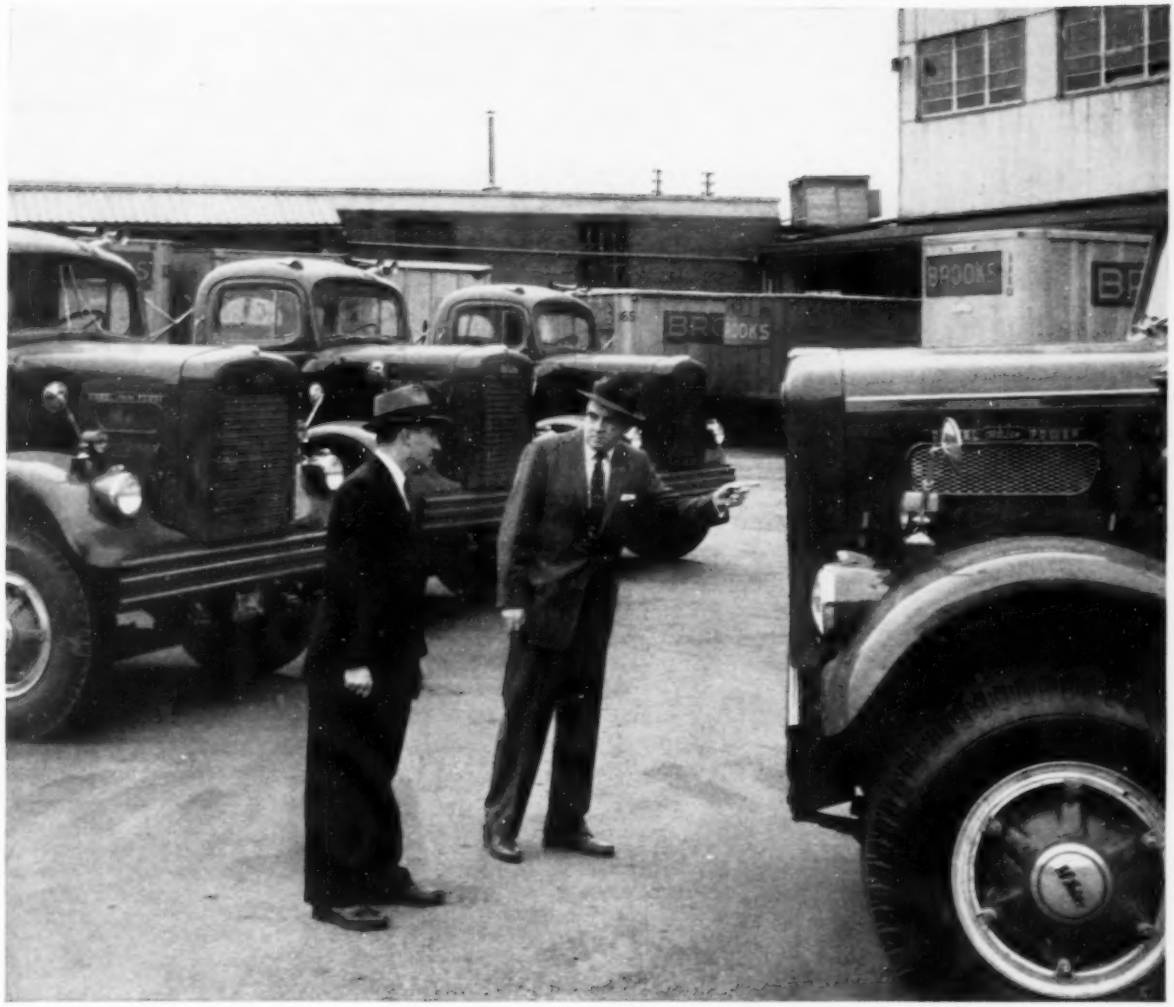
■

X-rays Safe, But May Be Replaced

A panel of radiation experts has reported there is no scientific evidence that X-raying the teeth in dental exams will harm people. When properly done, the dosage of scattered radiation that might reach the areas sensitive to X-rays is only a small fraction of the natural radiation from the earth and air.

Ultrasonics may take X-ray's role in dentistry, one of these days, in any case. An ultrasonic recorder has already been developed. Very high-frequency sound is absorbed by the cavity which shows up as white space on a picture.

Harold Brandaleone, M.D., FLEET OWNER's medical consultant is medical director of the United Parcel Service, New York.



Geared by FULLER...

5-A-65 Transmissions specified in Brooks' order for 102 White Tractors

Officials of Brooks Transportation Co., a leading eastern trucking company with headquarters in Richmond, Virginia, gave careful consideration to every detail when the company ordered 102 new White Diesel Tractors. That's why 5-speed Fuller 5-A-65 Transmissions were specified for the entire fleet.

In Brooks' fleet . . . and in fleet after fleet on all the nation's highways . . . you'll find Fuller Transmissions — transmissions that let the driver select the ratio he needs at the *right* time to meet every varying condition of time, traffic and terrain.

Wherever you see truly modern truck transportation, look for Fuller Transmissions . . . and *whenever* you see your truck dealer, ask him for full details on the most efficient, easiest-shifting Fuller Transmissions. Choose from 110 different models to meet your trucking requirements.

C. Fair Brooks, Jr., Vice-President of Brooks Transportation Co., Inc., and R. T. Mann, Secretary-Treasurer, discuss the Fuller 5-A-65 Transmissions in the 102 new White 9000 Tractors.

FULLER

TRANSMISSIONS

FULLER MANUFACTURING CO. Transmission Division • Kalamazoo, Mich. Unit Drop Forge Div., Milwaukee 1, Wis. • Shuler Axle Co., Louisville, Ky. (Subsidiary) • Sales & Service, All Products, West. Dist. Branch, Oakland 6, Cal. and Southwest. Dist. Office, Tulsa 3, Okla.

2 Bower exclusives give you 2 big advantages

Two exclusive design features assure better performance and longer life with Bower tapered roller bearings.

Spher-O-Honed—no run-in . . . Roller heads are ground to operating contour *that other bearings must acquire through run-in.* This means they hold adjustment, give smoother performance over a longer life.

Higher Flange Design cuts wear . . . provides large, two-zone contact for roller heads. This exclusive design reduces pressure on individual rollers, improves roller alignment, cuts down wear and resultant end-play. Oil groove is larger, affording positive and constant lubrication of the roller heads, reducing heat and wear. Again this means longer life.

Bower roller bearings are used as original equipment by leading manufacturers in the automotive field. Use them in your replacement work. Their outstanding performance will help you reduce costs of keeping your equipment in full-time operation. You can get Bower roller bearings from bearing distributors.

BOWER
roller bearings

FEDERAL-MOGUL SERVICE
DIVISION OF FEDERAL-MOGUL-BOWER BEARINGS, INC.

LETTERS TO THE EDITOR

Rolling Billboards

Dear Sir:

In your January 1958 issue of FLEET OWNER magazine on p 183 you have an article entitled *"Billboard Space"* with reference to American Trailer Advertising Inc. Could you oblige us with the address of this firm?

D. W. SPICKNELL

SPICKNELL TRANSPORT
LONDON, ONT.
CANADA

■ **Glad to do so. The man to write to is:**

Mr. Morris L. Piekus
American Trailer Advertising, Inc.
P. O. Box 329
West Port, Conn.

M. E. Contest

Dear Sir:

We would again like to enter the Maintenance Efficiency Awards Contest and, of course, are out to win again, this time the 29th ME award. I hope to come home from New Orleans with a three-star pennant next fall.

We place a high value on winning the award, as it certainly is a stimulant and results in increased employee morale; and we use it in our advertising for community recognition.

I have just received my FLEET OWNER for the month of January, and want to compliment you on your ability to develop a magazine which carries so much complete information of value to all managers of bus and truck fleets.

E. L. LOCHEN

MILWAUKEE & SUBURBAN TRANS. CORP.
MILWAUKEE, WISC.

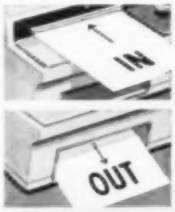
■ **How about the rest of you? Here's a real testimonial to the value of an M.E. Award. So why not get in the running yourself and give Reader Lochen even stiffer competition this year? To get your entry forms, write: Contest Editor, Fleet Owner, 330 W.**

Continued on page 43

. . . keeps tariff rate books up to date; saves time in billing; helps speed service

You keep only one master tariff rate book for your own and connecting lines. You make low-cost *copies* for your terminals and save money. Handle weight certificates, delivery receipts, bills of lading and invoicing the same way. An All-Electric "Thermo-Fax" Copying Machine gives you copies in 4 seconds. Exclusive dry process eliminates all chemicals, negatives. Copies cost as little as 5¢ each. Try it on any forms you now retype or duplicate. You'll see how the simplest, easiest, fastest copy method saves you time, money and helps you speed service. Call your dealer for a demonstration or send coupon for details now.

MINNESOTA MINING AND MANUFACTURING COMPANY



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Send full details of the dry process THERMO-FAX "Secretary" Copying Machine and my free copy of your helpful new book, *Better Business Communications*.

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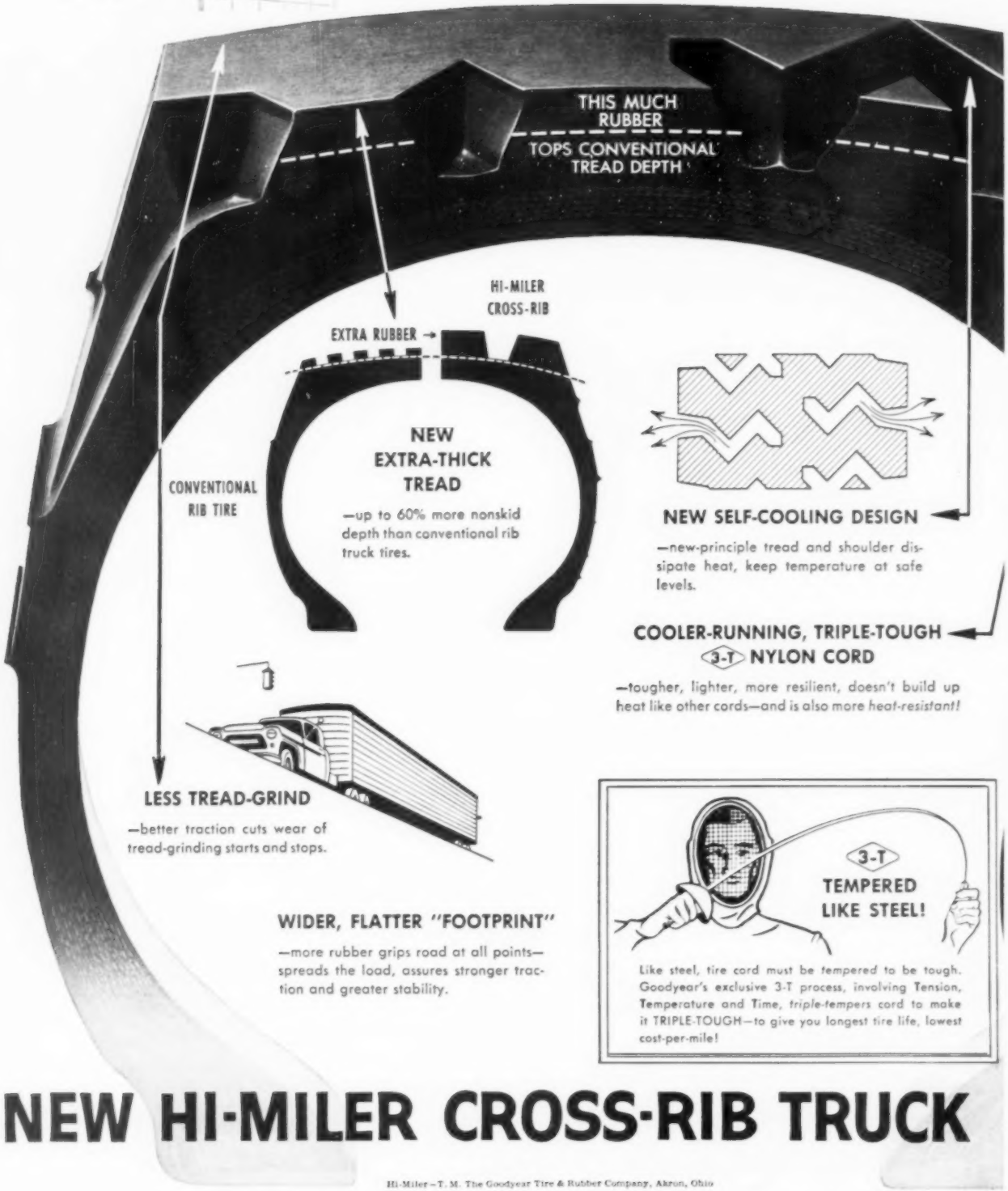
GOODYEAR TIRES

Look for this nearby Goodyear dealer sign for better tire values—better tire care.

Why New-



NEW EXTRA-THICK TREAD

—up to 60% more nonskid depth than conventional rib truck tires.

NEW SELF-COOLING DESIGN

—new-principle tread and shoulder dissipate heat, keep temperature at safe levels.

COOLER-RUNNING, TRIPLE-TOUGH 3-T NYLON CORD

—tougher, lighter, more resilient, doesn't build up heat like other cords—and is also more *heat-resistant!*

LESS TREAD-GRIND

—better traction cuts wear of tread-grinding starts and stops.

WIDER, FLATTER "FOOTPRINT"

—more rubber grips road at all points—spreads the load, assures stronger traction and greater stability.

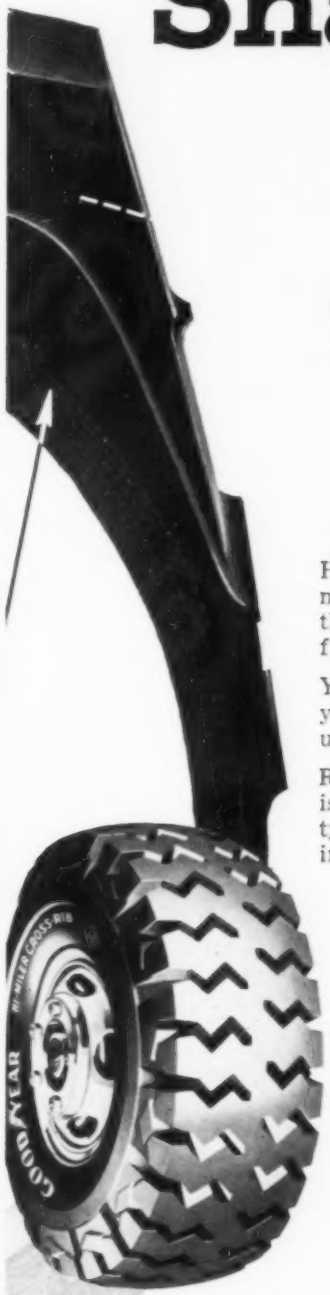
3-T TEMPERED LIKE STEEL!

Like steel, tire cord must be *tempered* to be tough. Goodyear's exclusive 3-T process, involving Tension, Temperature and Time, *triple-tempers* cord to make it TRIPLE-TOUGH—to give you longest tire life, lowest cost-per-mile!

NEW HI-MILER CROSS-RIB TRUCK

Hi-Miler—T. M. The Goodyear Tire & Rubber Company, Akron, Ohio

Design Truck Tire Shatters Mileage Records



New HI-MILER CROSS-RIB – built with extra-thick tread and Triple-Tough 3-T NYLON CORD Body – cuts cost-per-mile to an all-time low!

IF YOU WANT LOWEST COST-PER-MILE EVER

Here are thousands on thousands of miles of extra nonskid depth – on a tire that masters the heat build-up of long, fast highway runs!

Yes, Goodyear has found the way to bring you an extra-thick tread without a heat-up headache.

Right now, this new HI-MILER CROSS-RIB is saving money for truckers on every type highway operation. Note what these independent operators say:

- 76% more original mileage with Cross-Rib than on former heavy-tread tires! *(State of Washington heavy hauler)*
- Less sideslip, longer nonskid wear with Cross-Rib than any other tire! *(Louisiana produce hauler)*
- 28% more original mileage with Cross-Rib than any other tires we tested! *(West Coast Van Line)*
- 40% more original mileage with Cross-Rib than with any other tire! *(Mountain state common carrier)*
- Cross-Rib tires still have half their nonskid depth – while other makes on same loop are worn to carcasses! *(East Coast tank line)*
- Tripled previous tires' mileage with Cross-Rib – and 50% of tread still left! *(New York, Chicago and Texas hauler)*
- 154% increased mileage over tires we used before Cross-Rib! *(Eastern U.S. General Freighter)*

LIKE TO JOIN THIS KIND OF CHORUS? Then see your Goodyear dealer about trying the new HI-MILER CROSS-RIB on any of your trucks – on any highway run – on any position where you want more miles! Goodyear, Truck Tire Dept., Akron 16, Ohio.

Watch "Goodyear Theater" on TV—every other Monday, 9:30 P.M., E.S.T.

Buy and Specify Tubeless or Tube-Type

TIRES by GOODYEAR

MORE TONS ARE HAULED ON GOODYEAR TRUCK TIRES THAN ON ANY OTHER KIND

Mobil

Meets Specifications for Protection Against Today's Heavier Loads . . . Higher Road Speeds

Check THESE QUALITIES OF Mobilube GX

- ✓ Multipurpose-type gear lubricant with greatest performance range in automotive history!
- ✓ Recommended for *all* hypoid, spiral bevel, double reduction axles!
- ✓ Recommended for *all* mechanical transmissions of cars, trucks, buses!

Mobil

Tune in "TRACKDOWN" every week, CBS-TV. See your local paper for time and station.

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MAGNOLIA PETROLEUM CO., GENERAL PETROLEUM CORP.

CORRECT LUBRICATION

Another reason you're Miles Ahead with Mobil

LETTERS TO THE EDITOR

Continued from page 39

42nd St., New York 36, N. Y. Fleets of all sizes are eligible and you'll compete only with people in your own class. Remember, the deadline is midnight, June 2. For complete details, see your January Fleet Owner, p 64.

Vehicle Painting

Dear Sir:

Your article entitled *"Two Ways to Keep Your Vehicle Selling for You 24 Hours a Day"* (Nov '57, p 70) is one of the most challenging we have read in recent years. The portion *"Painting Your Fleet"* (p 84) is of special interest because raw materials for protective coatings have long been a part of Hercules Powder Company's business.

Many of the points established are of real interest and should be of inestimable value to fleet owners and to their paint suppliers. The trends—toward painting in your own shop, decreasing frequency of repainting, development of the hot-spray method of application, and a limited use of baking equipment—appear to be significant. The information on these trends and developments is concise, convincing, and to the point.

One section of the article that has aroused our interest is on page 90 entitled *"Is lacquer best or synthetic enamel?"* Your introduction to this section is intriguing in that it emphasizes the continuing argument about which type of finish is better. You support this emphasis by including the statement that both types of finishes are excellent and durable materials; you state, also, that both have strong supporters in the truck and bus industry. Likewise the figures, indicating a preference of three-to-one for synthetic enamel, seem to be borne out in the table of data at the top of the page.

It is the third paragraph in this section that has aroused our curiosity. It says that the fast drying time is one reason cited for the preference for synthetic enamel. Enamel is particularly popular for touch-up work since its drying time cuts down-

Continued on page 47

PROOF

. . . that **LINDSAY STRUCTURE** can give you the best truck bodies on the road!

Pictured above is the first Lindsay truck body, built in 1938 . . . AND IT IS STILL IN DAILY SERVICE—NOW ON ITS 7th CHASSIS!

Lindsay truck bodies have proved their quality and service over and over with truck owners and operators, and truck body builders all over the country. No wonder Lindsay bodies have come to set the standard for low-cost maintenance and long life in operation.

Lindsay Structure components bring you truck bodies tailored to the dimension you want, with doors and accessories to fit your requirements. We'll gladly work with you or the truck body builder of your choice.

Find out why it's to your advantage to have your next truck body built of Lindsay Structure. Write or call for further information.

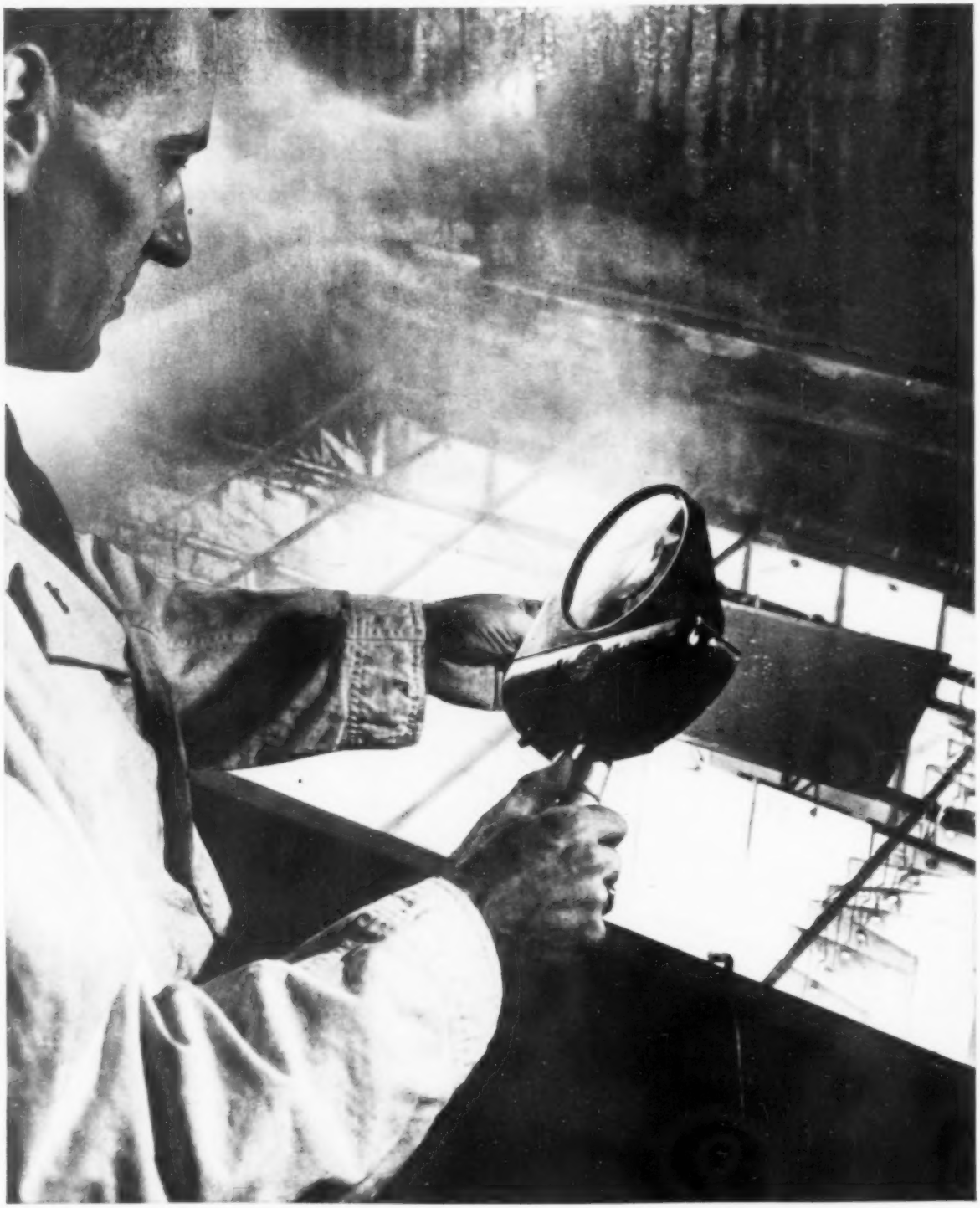
LINDSAY STRUCTURE DIVISION

INTERNATIONAL STEEL COMPANY

1423 Edgar Street | S | Evansville 7, Indiana

Canadian Distributor: Wilson Motor Bodies, Toronto, Canada

Defies damaging moisture—important



Both the heat and the humidity are fierce in the humidity cabinet where "Dulux" Enamel is tested—110° heat . . . 100% humidity. After 30 days of this, the "Dulux" test panel being examined by a Du Pont paint chemist shows no sign of blistering or paint failure.

reason why Du Pont DULUX® Enamel is specified for leading fleets

Dew ranks with the Chinese water torture when it comes to punishing truck and bus finishes. Fleet owners know that all forms of moisture, including snow, sleet, rain and even dew, can cause corrosion, chalking . . . even blistering of the finish. And since exposure is unavoidable, fleet finishes must be highly moisture-resistant.

That's why "Dulux" Enamel goes through its own private torture chamber, at left. After 30 days in the humidity cabinet, where the temperature never gets below 100° F. and the humidity is a constant 100%, "Dulux" proves it can stand up to the wettest weather your fleet will ever encounter.

EQUALLY GRUELING TESTS insure resistance to chipping under hard knocks, to cracking, to ice, heat and ultraviolet light . . . make "Dulux" the *standard* of durability. And—just as important to your paint shop—another series of tests checks "Dulux" for fast-drying, bright gloss and true color.

REAL ECONOMY—When you put Du Pont "Dulux" on your fleet, you take advantage of the continuing experience of the world's greatest paint laboratory. That means *reliable* shop performance, *long* service life, plus a *smart appearance* on "rolling billboards" or buses that pays you a good-will bonus.

When you choose a finish to carry your company colors, make sure it will always show them at their best. Specify Du Pont "Dulux" Enamel.

IT PAYS TO USE THE COMPLETE "DULUX" SYSTEM

NEW PREP-SOL + NEW PREPAR AKOTE + DULUX REDUCER + DULUX COLOR

Du Pont "Dulux" Enamel

REG. U. S. PAT. OFF.

DU PONT

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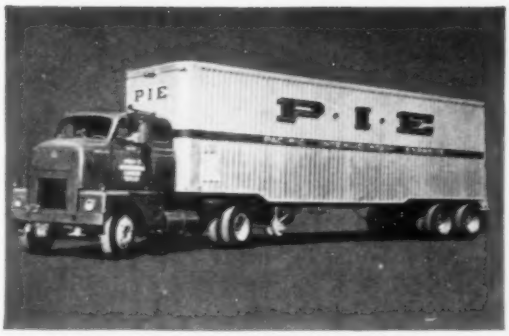
BETTER THINGS FOR BETTER LIVING . . . *THROUGH CHEMISTRY*



PACIFIC INTERMOUNTAIN EXPRESS is famous for fine service through tortuous terrain—from 120° desert heat to 40° below mountain blizzards. There's no greater test of truck-finish durability. And P. I. E. has used "Dulux" for the past 16 years!

VIRGINIA TRANSIT COMPANY BUSES feature interior finishes of "Dulux" in decorator colors . . . exteriors in brightly contrasting "Dulux" for long-lasting passenger appeal inside and out!

CHARLESTON TRANSIT CO. BUSES are stored outside in the dew and hot sun . . . travel through a coal and chemical plant region. The company reports "Dulux" keeps buses bright "at low maintenance cost despite the unfavorable conditions."

Wagner AIR-OVER-HYDRAULIC Brake Actuation provides safe braking of heavy vehicles that use hydraulic foundation brakes

***With the* Wagner**

ROTARY AIR COMPRESSOR
...FOOT VALVE...POWER CLUSTER

You gain the advantages of passenger car hydraulic braking systems...

- **SINGLE ACTION BRAKE APPLICATION** (eliminates uncertain two-stage feel)
- **LOW PEDAL OR TREADLE**
- **FAST APPLICATION AND RELEASE OF BRAKING PRESSURE DUE TO HIGH CAPACITY APPLICATION VALVE.**

Get the whole story on Wagner Air-Over-Hydraulic Systems—first in economy, reliability and safety.

SEND FOR CATALOG KU-201. It points out the many advantages you gain with Wagner Air-Over-Hydraulic actuation on all your vehicles equipped with hydraulic foundation brakes.

With 35 years of experience in manufacturing braking systems, Wagner is the *only* manufacturer producing *all* of the air and hydraulic components necessary for a complete air-over-hydraulic power brake system. Specify this fine equipment on your new vehicles. When ordering tractors, include Wagner's Tractor Protection System in your specification.

Wagner Electric Corporation
6480 PLYMOUTH AVENUE, ST. LOUIS 14, MO., U.S.A.
(Branches in principal cities in U.S. and in Canada)

LETTERS TO THE EDITOR

Continued from page 43

time to the minimum, an essential factor to most types of operations.

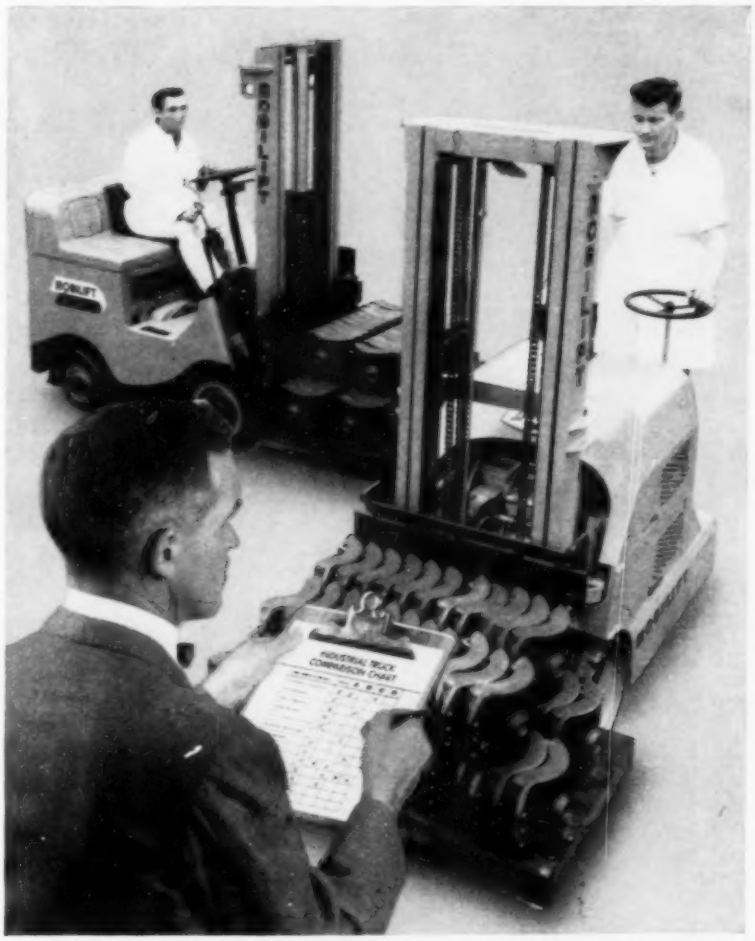
In many years of experience in the protective coatings business, the fast-dry of lacquer-type finishes has been found to be one of the areas of common agreement. Lacquers have been publicized as the fastest drying finish known—dust-free in minutes. Statements of this kind have been accepted by the trade and have been borne out in extensive laboratory work.

Likewise lacquers are easily spot-repaired. General Motors is an excellent example of the continued use of lacquer, and this feature of easy spot-repair is one of the main reasons. Another example is the furniture industry, which has been unable to accept the need to refinish an entire piece of furniture rather than spot-repair a damaged area. Many furniture finishes are as good as lacquers in every respect except in ease of repair and speed of dry.

Although we are in disagreement with parts of your fine article, it is not our intention to be critical of the entire article. The purpose of this letter is to acquaint you with our experiences over many years—experiences backed up in the laboratory and by widespread consumer use. It is our honest belief that there is no faster drying finish available today than a nitrocellulose lacquer. It is our sincere hope that you will, at some time in the near future, verify the facts stated in this letter and, if at all possible, make your results known to your readers.

J. T. SKELLY, JR.
CELLULOSE PRODUCTS DEPT.
HERCULES POWDER CO.
WILMINGTON, DEL.

■ **Lacquer-man Skelly presents some telling arguments and Fleet Owner would be the last to argue with him. However, we said that fast drying time was one of the reasons cited by operators for their preference for enamel. And there's no way we can change that. It's what they said, right or wrong. If any confirmation were needed, the letter above offers ample proof that the lacquer vs. enamel debate goes on livelier than ever. Any one else care to take a swing?**



COMPARE *MOBILIFT* with any other lift truck!

Before you buy a gas operated, solid tired industrial truck of 2000 to 5000 lb. capacity . . . *prove to yourself* which lift truck gives you more for less.

BUY ON PROOF! Make an on-the-job comparison. See the Mobilift difference . . . greater mobility to get you in and out of tight spots and narrow aisles . . . finger-tip control convenience to increase efficiency and step up production . . . engineered simplicity to cut maintenance costs.

See your Mobilift dealer or write us direct today. We'll be glad to help you with your handling problems.

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CLIP THIS COUPON

Please send me the following:

☐ All Model Brochure. ☐ Sit-down Model Brochure.
☐ Stand-up Model Brochure. ☐ Comparison Chart.

Name _____
Address _____
City _____ Zone ____ State _____

Keeps fleet gas records *automatically*

Bennett FLEETMASTER pumps

refuel fleets quickly and give you a printed record of fuel used by each vehicle.

Bennett Fleetmaster Pumps fuel fleets fast and help you accurately control operating costs and inventories. They end costly waste, fuel pilferage and cut record-keeping costs.

Designed and built to the precision standards that have made Bennett Service Station Pumps famous for quality, Fleetmaster Pumps give long years of exceptionally accurate and dependable service with low maintenance.

Available with Register and Totalizer in place of Ticket Printer. Remote control models available.

Traditional Bennett *Quality*

JOHN WOOD COMPANY • Bennett Pump Division, Muskegon, Michigan

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"THANKS TO

ALLSTATE

WE'VE CUT TIRE COSTS BY 50%

V. M. Christensen, fleet supervisor of Petro Heat and Power with 143 units serving all Chicagoland.

because **ALLSTATE TIRES**

give us 50% more mileage than any other tires we've used."

The ALLSTATE ROCK SERVICE is built for rugged power grip and bonus mileage on any road, in any weather for the performance you want!

Chris says: "Our business is built on dependability, and we look to ALLSTATE for the best in dependable tires, at low cost to us. The ROCK SERVICE gives my drivers power on any road, and the mileage is terrific." Mr. Trucker inquire about the New Way to greater performance . . . greater profits. Call Sears today!

SEARS ROEBUCK AND CO.

SALES AND SERVICE IN OVER 700 RETAIL STORES

ALLSTATE

SEARS, ROEBUCK AND CO.

CHECK THE CHANGES IN White SINCE 1901

including BOSTROM 80 LEVEL RIDE seats

Bostrom "Level-Ride" 80 Suspension Seat

From the handle-steering White "Steamer" of 1901 to the powerful 1958 Model 9000—that's White Truck progress in 57 years.

Among hundreds of White improvements during those years, an important recent one is the availability of Bostrom "Level-Ride" 80 Seats. Here is a revolutionary change in driver comfort—giving him a "passenger-car" ride in a White Truck. The "Level-Ride" 80 seat is optional on virtually all White Truck models.

With a Bostrom "Level-Ride" 80 seat, the driver floats over bumps and jolts in a straight line. Vibration and shock are isolated in the exclusive Bostrom suspension system between the seat and the floor of the cab. Giant torsion springs in this suspension system flex like your knees—absorbing the shock otherwise transmitted to the driver. Back slap and irritating rubbing are eliminated, too.

Leading fleet owners and their drivers praise Bostrom "Level-Ride" 80 Seats. All truck manufacturers offer them, factory-installed as optional equipment. Your older trucks may also be equipped with "Level-Ride" through your dealer or parts jobber. See your Bostrom distributor.

Bostrom Manufacturing Company, 133 W. Oregon St., Milwaukee 4, Wis.

FREE MOTION PICTURE IN SOUND AND COLOR *"Gentlemen, Be Seated," an informative film on safer, more productive highway travel, is available for group showings. No charge. Write or wire for booking date.*

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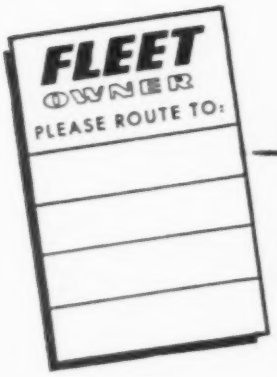

FLEET TRENDS . . .

Weight-law violation fines are not tax-deductible. Two new rulings by the U. S. Supreme Court to that effect have knocked out claims by trucking firms that such fines could be treated as "ordinary and necessary" business expenses. Regardless of whether the violations are intentional, or dictated by economic necessity—the court says you can't claim the fines.

Here's the Supreme Court's summary: To allow such a deduction for income purposes would "encourage a business enterprise to violate the declared policy of a state . . . in severe and direct fashion by reducing the sting of the penalty prescribed . . ."

—0—

A top bus man is supporting tax relief for railroads. Claude A. Jessup, director of the National Assn. of Motor Bus Operators, told a Senate subcommittee that the nation would benefit by approval of railroad recommendations for elimination of transportation excise taxes, tax relief on replacement of equipment, restrictions on private, non-regulated competition.

However, Jessup urged against making rate-cutting easier for the railroads. This applies to a proposal before Congress under which the ICC could grant rate reductions to railroads without considering the effect on competing carriers.

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The Administration says "no" to reimbursing states for any toll or free roads already constructed that are incorporated into the Interstate System. Under-Secretary of Commerce Louis S. Rothschild told the House Public Works Committee that "a decision concerning this matter should be deferred" until the Interstate System is completed. At the same time, however, Sen. Prescott Bush (R.-Conn.) and Gov. Abraham Ribicoff of Conn. urged the Committee to accept the principle of reimbursement.

"Fairness and justice require reimbursement be granted," Senator Bush declared. In his testimony, Under-Secretary Rothschild cited the 21-month history of the highway program as providing too little experience for a decision on reimbursement now, called for an all-out effort to finish new construction.

—0—

Hoffa and the Teamsters are due for more trouble from the Senate labor racket investigators. Look for Sen. McClellan (D-Ark.) and his committee to open a new round in their battle within a month. First target area appears to be Philadelphia—inside sources tell FLEET OWNER this set of hearings will hit both union and management for apparent collusion. Also, investigators are studying Teamster affairs in St. Louis, Chicago and Detroit, with special attention in the latter to Hoffa's home local, 299.

The committee's prestige has sagged sharply since the 1957 hearings, and most observers feel that the plans to open new Hoffa-Teamster hearings soon are an effort to regain lost stature and influence by the committee. In support of this theory, the committee's first annual report devotes 180,000 of its 200,-

Continued on next page

000 words to the 1957 Teamster hearings. Hoffa presides over a "hoodlum empire," the committee says, and Dave Beck was guilty of "petty thievery" of union funds toward the end of his Teamster leadership.

The McClellan committee blasts Hoffa personally in these words: "Nothing in his record, in his complete refusal to abide by the ethical practices that guide responsible union leaders . . . gives much hope for the future. The power of the Teamsters union president is so extraordinary that the Committee finds the fact that this power is now lodged in the hands of a man such as Hoffa tragic for the union and dangerous for the country at large."

—0—

Labor reform legislation isn't likely this year despite the hot words of the McClellan committee. Three good reasons are: (1) it's an election year; (2) business recession and high unemployment make labor a less vulnerable target in the eyes of Congressmen; (3) the farm bloc (needed to help any labor-reform program) has formed a protective coalition with the labor bloc in Congress to try to save the high agriculture price-support program.

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Bills to make highway users pay for utility relocation are coming up in an increasing number of states. A Mississippi bill calls relocation costs a part of the construction cost to be paid by the state. The New York legislature has given approval to a bill saying the state shall pay the cost of utility relocation on all the Federal-aid systems. This bill is similar to one vetoed by Governor Harriman last year—and it's reported that such legislation would reduce available highway funds $10-million a year.

Trust Fund "raid" averted and 65.5 Interstate miles finished in February are additional highlights of the national highway program. An attempt to take $3.5-million from the Highway Trust Fund as an appropriation to the Internal Revenue Service for "necessary expenses" in collecting the fund has been defeated by the House of Representatives. The House voted instead to provide the increased appropriation from general funds. And the new 65.5 miles brings the total mileage in the Interstate System to 1393.9.

—0—

Here's a rundown on proposed motor fuel tax increases: new rates are being considered by the legislatures of Arizona, Kansas, Massachusetts, New Jersey, New York, Rhode Island, and West Virginia. For the record, reductions have been proposed in California and Kansas; and a South Carolina bill would extend the current 7¢ per gallon rate until June 30, 1969.

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Billboard-control laws are under attack before the Senate Roads Subcommittee. Five groups are leading the fight: Outdoor Advertising Assn. of America, American Motor Hotel Assn., Advertising Federation of America, Roadside Business Assn., and Brotherhood of Painters and Paperhangers (AFL-CIO).

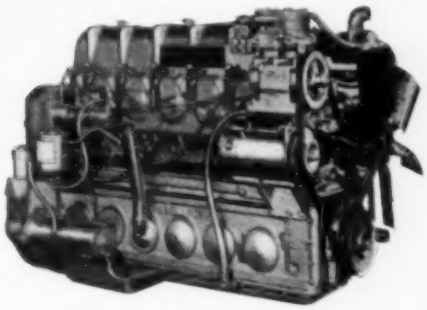
McGuire Lumber gets faster trips with P&H DIESEL

When Mr. Melvin McGuire, president of McGuire Lumber Yard, Yakima, Wash., checks with his son, Dale, on their Model 351 Peterbilt Truck he knows its 6-cyl. P&H Diesel is delivering "far above average performance." Dale says, "this P&H Engine takes grades with minimum shifting, results in faster trips, makes possible a 4,000 board feet increase in payload."

Until Harnischfeger developed the P&H Diesel, truck owners had to be satisfied with operating characteristics which did not fully utilize the potential of the diesel engine. But now, P&H Diesels have changed the situation with:

- **better response, higher torque, faster starts than any other make of diesel.**
- **modern aluminum design for highest horsepower per pound of weight.**
- **25% fewer parts and all wearing parts are interchangeable.**
- **simplicity of desigh for easier maintenance — less downtime — smaller parts stock.**

Specify the one diesel with all the features that deliver top performance—P&H Diesel. P&H Diesel Engine Division, Crystal Lake, Ill.



P&H DIESELS

Fastest Growing Name In Diesel Power

DIRECTIONAL SIGNAL LIGHTS
CLEARANCE AND MARKER LIGHTS
KEEP YOUR DRIVERS SAFE
KEEP YOUR FLEETS MODERN
KEEP YOUR COSTS DOWN
with STATE APPROVED
ALCO
America's Finest
FLEET LIGHTING EQUIPMENT
Your ALCO dollar buys top quality, low-cost safety protection for drivers, vehicles and loads. All ALCO heavy-duty lights meet or exceed S.A.E. specifications. Smart, modern design improves fleet appearance—rich, tough finish keeps it bright looking longer.
For Catalog Sheets and Prices contact your jobber or write us direct.
ALCO DIVISION OF Auto Lamp Mfg. Co. 2909 Indiana Avenue, Chicago 16, Illinois
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Automatic, Self-Cancelling TURN SIGNAL CONVERSION KITS
STOP
STOP LIGHTS
STOP AND TAIL LIGHTS

William Gay *John McLean*

Ford's chief truck-engine designer and heavy truck marketing head tell . . .

How Ford Built Its New Engine With Fleet Maintenance in Mind

MOST INFORMATION on any new product is prepared by publicity men. In writing for the fleet field, they're faced with the problem of directing their message to two audiences: the general public and the professional fleet man.

As a result, much of the technical information needed by the professional is left out. To FLEET OWNER, this means we have to go back to the manufacturer for more information before we can publish a useful major new product announcement.

According to your responses, we've been successful in getting answers to questions you yourself would ask. But, there's been a step missing: contact between FLEET OWNER and the design engineer before the product is announced.

With this article, we've supplied the missing step. Our Detroit editor, Holger Ridder, spent a full day with two key men responsible for the new engine in Ford's heavy-duty truck line. And this is just the first of a series of articles that will give you the complete "inside story" of new-product development.

Holger Ridder of Fleet Owner asks Mr. Gay: What were the primary objectives of the design?

"Maximum interchangeability of parts and improved accessibility. Actually, in the new heavy-duty

"It costs much more to retool and redesign a cylinder head than it does a piston. So we put the combustion chamber in the piston."

truck engines, about the only parts that are not interchangeable from one engine to another are the block, pistons (including piston components), and the crank.

"All components of the new engine were designed to be compatible for life. That is, every effort was made to design each part to last as long as every other part. In other words, we didn't want a fuel pump that would last only about 40,000 miles in a 100,000-mile overhaul engine.

"So, as an example, we went to a fuel pump that will last 100,000 miles. And the major objective of the whole program was dependability."

Mr. Gay, how does the truck owner benefit from standardization and interchangeability?

"First, they ease the fleet owner's maintenance problem. Interchangeability of cylinder heads, for instance, means the fleet operator has to stock fewer expensive parts—and the same thing applies right down the line.

"Second, standarization results in low plant overhead for Ford. These savings are passed on to the customer, so customer and manufacturer both benefit. For us, interchangeability amounts to the same as tripling volume production for each part that is interchangeable on all three of our new engines."

Will you outline some of the advantages of your new combustion chamber design?

"This design makes possible the use of the same cylinder head on all three engines. This has a decided cost advantage to the manufacturer. It costs much more to retool and redesign a cylinder head than it does a piston. So Ford put the combustion chamber in the piston.

"A fleet owner overhauling a 1953 Ford engine after 100,000 miles can replace old pistons with a newer design a year or two from now and take advantage of any fuel-quality improvements.

"Also, we design our pistons sixty-thousandths over-size. On overhauls, there's no need to sleeve the pistons. The oversize makes possible three engine overhauls without piston replacement."

What other improvements were designed to help the operator reduce downtime and costs?

"The new engine was designed to eliminate oil leaks. The oil filter is integrally mounted on the block, as is the air filter. The oil pump and oil cooler are positioned inside the engine, thus eliminating external piping. The oil cooler has water circulating through it. The water pump can be serviced without disconnecting any water hoses."

What about the cooling system—any new developments?

"The new engines have a three-stage cooling system. On starting, the head and block are heated first, each separately but equally. At 140 deg, a thermostat cuts in, and the coolant in head and block are blended.

"Finally, in the third stage, the coolant begins to circulate through the radiator. This design en-

abled Ford to use a smaller radiator. However, total coolant capacity of the powerplant was not reduced. This provides quicker warm-up and lends to improved fuel economy.

"I might point out, too, the manifold in our new engines is water-heated. The reasoning on this is that, at low speed, heat is needed at the manifold but isn't ordinarily available quickly. A 160-deg temperature is maintained."

What about valve life? Has it been increased?

"Yes. Exhaust valves are sodium-cooled. Heat, you know, is the greatest enemy of valves. Sodium-cooled valves will run about 350 deg cooler than others. Stellite-faced intake valves are used, and alloy steel inserts are used for all valves. Yes inserts are used on both intake and exhaust valves. We also use positive valve rotators to minimize valve burning and sticking."

Is there anything else a fleet man would want to know about?

"Ford is using a stainless-steel head gasket, providing an additional safety factor. The ordinary head gasket may last until overhaul but does give out sometimes. We tried a lot of different materials—we found the stainless steel gasket withstands corrosion best, is almost sure to last 100,000 miles.

"If an operator wants to replace a stainless steel gasket, it will cost him a few cents more; but the small cost will almost guarantee trouble-free operation between overhauls.

"That's one more way we've tried for a compatible-part, 100,000-mile engine."

What improvements were made in the water pump?

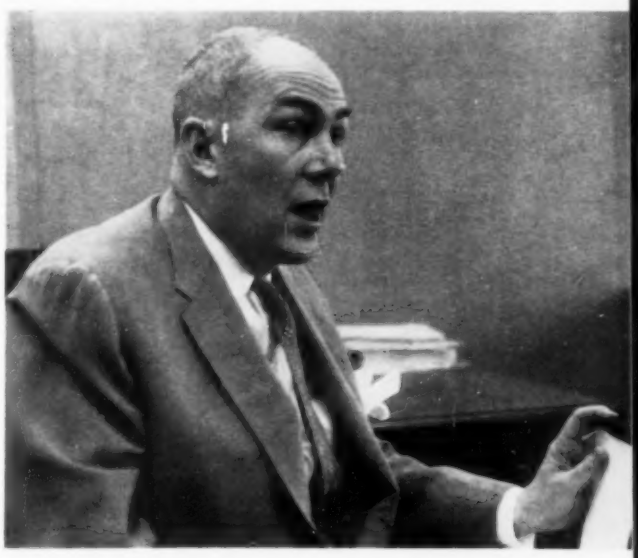
"A special bearing was used for the water pump to assure longer life and reduce maintenance. We use a larger-than-average water pump bearing for heavy-duty engines."

For background, when did Ford first begin thinking of making heavy-duty trucks?

"It was first decided to go into the heavy-duty truck field about five or five and a half years ago. I guess that's when you might say the program first began and actual development of the new engines was started. About three years ago we made the final decision to go ahead.

"Back as far as 1945, when Ford was working on V-8 tank engines for the military, we knew that someday we would have to design a heavy-duty V-8 truck engine. With this background of development and testing experience with the military, we had already uncovered and overcome many of the bugs normally encountered in engine development.

"So, the new truck engine program progressed smoother and faster than normally. Our new engines probably have received more testing than any other ever developed by Ford. And because of this experience, testing could begin sooner."



Mr. McLean, what do you see as the key to the thinking behind this new engine design?

"Over-all, the entire engine was designed to keep an operator's downtime at a minimum. The new

"The new electric fuel pump virtually eliminates fuel-pump failure and maintenance. And replacement costs are no more than for a diaphragm pump."

electric fuel pump, for example, virtually eliminates fuel-pump failure and maintenance. The electrical system alternator cuts out generator commutator replacements. And, with our 13-inch, twoplate clutch, clutch life is increased."

Mr. Gay: "The new fuel pump also eliminates incipient vapor lock which shortens engine life. With incipient vapor lock, the driver most often is not aware of it, yet it raises engine operating temperatures, promotes oxidation of motor oil, causes sticky valves, et cetera."

What are some other facts about your new fuel pump?

Mr. Gay: "Ford followed military specs in selecting the electric fuel pump. The average diaphragm pump usually needs servicing or replacement two or three times between each 100,000-mile overhaul. Also, it begins to lose efficiency with age. The electric pump, we feel, will operate efficiently under normal conditions for 100,000 miles without trouble.

"We don't guarantee that. The pump is covered by the usual truck warranty, but our tests have shown the pump will run well for that 100,000-mile length in most cases."

Is the new pump more expensive? If so, how much?

Mr. McLean: "The electric fuel pump may cost two or three times as much as a diaphragm pump to replace. But the average diaphragm pump will be replaced two or three times in 100,000 miles. So, replacement cost of the two is about the same over a 100,000-mile period. The savings are realized in the difference between the labor costs for one replacement job versus two or three.

"Then, too, replacement of the electric fuel pump on our trucks is simple. By loosening a couple of bolts on the cover plate on the fuel tank, the old pump can be removed and a new one installed. No need to get under the hood."

Mr. Gay: "We've taken a number of precautions to protect against fuel pump breakdown. For example, on the Tokheim pump we use, we have a magnetic drive. The motor is entirely sealed in a can. Below it is the impeller. The impeller is driven magnetically, with no direct connection with the motor. So, if something clogs or jams the impeller, the pump motor won't burn out."

A couple of questions about the future, Mr. McLean. First, what about automatic transmissions?

"Let's say we're studying automatic transmissions for heavy-duty trucks, but we have made no decision yet. Currently, automatic transmissions are available on Ford trucks up through the F and C800 332-cu. in. engine jobs."

What can you say about the potential market and how Ford hopes to do in it?

"We expect an increase of 40% in Ford's share of the market in the 26,000 GVW and over category. Our biggest aim with the new heavy-duty line is the over-the-road market. That about sums up the way we see the near future."

Red, White and Blue Vehicles Prove Safer for Post Office

THE U.S. POST OFFICE has conducted a national safety study, comparing safety records of their new red, white and blue painted vehicles against the old-style olive drab vehicles.

The vehicles with the patriotic paint jobs proved superior in every comparison test—so Post Office safety officials have voted to extend the red, white and blue coloring to every vehicle in the department's fleet of 29,500.

Impartial comparison tests . . .

. . . were made on 7000 Post Office vehicles. Half were given the new red, white and blue paint job and half kept their old olive drab appearance. Tests were conducted in 42 major U.S. cities—and postal officials took pains to keep the tests impartial. Similar model trucks were used with the different paint jobs in each city. Also, drivers with average safety records were evenly divided between the two types of colored vehicles. Finally, identical driving conditions were allotted to the two types of vehicles.

Reports on the tests . . .

. . . showed that the vehicles in brighter colors had considerably fewer accidents. Each group of the test fleet was operated approximately 10 million miles with these results:

The olive drab fleet was involved in 849 accidents, compared with 622 for the red, white and blue colored vehicles.

The tricolored vehicles had a particularly good advantage in accidents where other drivers rammed their vehicles into the rear end of the postal vehicles. There were 50 rear-end accidents for the olive drab group and only 24 for the other.

Color affects rear-end accidents . . .

. . . according to a National Safety Council report that was used by the Post Office in making its new painting decision. In 1950, the Council reported that rear-end accidents were so common because drivers just did not see the vehicle ahead soon enough to avoid collision.

According to the Council, "The coloring of a vehicle, particularly its rear end, can have an important effect upon its visibility and greatly aid in judging its size, distance and speed. Proper painting, therefore, is of material help in preventing accidents of certain kinds." (For additional information on successful use of color on vehicles, see FLEET OWNER, Dec. 1956, page 57. You can find the best ways to achieve safe visibility on all types of vehicles.)

Red, white and blue has proved a successful color scheme for the Post Office in two ways: it's not only patriotic but also safe.

Light reflection is important . . .

. . . in calculating visibility. When deciding on a new paint job, postal officials discovered white had the best reflection percentage of all standard colors—84%. (However, a solid white vehicle has the possible disadvantage, for example, of not contrasting sufficiently with snow to insure safe driving during winter months.)

Other colors' reflection percentages were found to be: cream, 68.8; ivory, 66.1; light pink, 66.5; yellow, 57.0; flesh, 51.6; buff, 51.5; light gray, 51.5; light green, 45.2; aluminum gray, 41.0; light blue, 36.4; sage green, 36.3; brown, 27.5; dark red, 13.8; dark green, 9.2; dark blue, 8.4.

The character of the reflection was also found to be important. A dull surface with a diffused reflection seemed to be best for large painted areas. A glossy finish might, at the wrong angle, cause a treacherous glare.

Three colors cost little extra . . .

. . . to the Post Office in comparison with the single olive drab shade they've been using since the end of World War I. And postal officials heartily agree that the added cost is negligible in view of the increased safety factor.

The Department has won three consecutive annual awards for "meritorious service to safety," given by the National Safety Council. And the Department's city accident rate has been cut to an all-time low of less than three for each 100,000 miles driven.

Additional advantages . . .

. . . of the three color system have appeared in unexpected ways. For one thing, morale among postal workers has increased since carriers' uniforms were adapted to match the red, white and blue of vehicles and mailboxes. Also, the new light colors are said to have dropped temperatures inside the vehicles by as much as 20 degrees.

Post Office Department experiments with the color of their vehicles date back far before the first world war. Recent checking shows that red, white and blue was suggested and rejected then.

Laboratory Analysis: How Science Can Cut Maintenance Costs

A PROGRAM COMBINING applied science and technical know-how is expected to slash maintenance costs 25% at Pacific Intermountain Express. "Progressive maintenance" is PIE's name for the new setup. PIE believes its hoped-for reduction in both over-and under-maintenance can double engine rebuilding intervals, justifying its $60,000 investment in new equipment.

"Progressive maintenance" is based on a complete scientific analysis of lubricating oil, which holds many of the answers to engine wear. The aim of PIE's new laboratory is not to find what makes an engine tick—but how long and what it takes to break one down.

The company has set up a fully equipped two-room laboratory for analyzing oil samples sent from all its shops. This work is handled by a lab director and three assistants, who previously had other posts in the company.

The heart of this scientific approach to economy is a direct reader spectrometer. Using a small sample of oil from a vehicle, this instrument can determine the exact concentration of metal in the sample. The presence of metals and other elements means engine wear, prelude to a breakdown.

Here's how the spectrometer gives results as good as highway signs, to warn of danger ahead. Each part of an engine is composed of a different alloy, deposits of which form in the oil as the various sections begin to wear. Each alloy has its own unmistakable characteristics in the spectrum, the principle of spectroscopy.

There are dials which show the intensity of each of the (16) alloys present in a sample. The normal-to-dangerous concentrations are known and checked against the results of each sample reading. In addition to what appears on the dial for each particular element, a combination of dial readings may indicate trouble.

This way the technician can warn the mechanic of danger long before it could be detected by the human eye—stopping trouble before it starts. This is "progressive maintenance."

In addition to the $44,000 spectrometer, PIE has equipment for testing the flash point of oil (to check for fuel leaks), the viscosity, and the amount of dirt present in the sample. Other tests are for sludge precipitation and specific gravity. Tests for alkalinity reveal acids in the oil, that cause rapid parts wear. But PIE's program is not just science for its own sake.

OIL FOR TESTS is removed from each vehicle every 15,000 miles. To assure sample always comes from the same place, it's removed by a gun, the same length as the dipstick.

The new laboratory should meet the two major threats to any good maintenance program—over-maintenance which results in wasted materials and labor costs; and under-maintenance which is felt in road failures and time-consuming delays. That's the immediate objective.

The long-range plan, as far as engines are concerned, is an average 400,000 miles between rebuilding units. At present the company's 305 line-haul units have their engines completely rebuilt and replaced at 225,000 miles—every two years. This is not an overhaul. They are pulled out, stripped down to the block and rebuilt. Cost: about $1300.

If the shop can double the rebuilding interval by knowing exactly when to rebuild, the value of its investment is obvious.

Certain side advantages are expected, too. At present the normal procedure is to change the oil and filter elements at 15,000 miles. With the new setup, filters will be changed but the oil may not be changed for an indefinite period—until tests

SPECTROMETER TEST is quick and simple. Small porcelain boat of oil is placed in the machine and the sample gets a 22,000-v. 1-amp burn. In 35 seconds the results are recorded and the next sample can be tested.

TEST RESULTS appear on dials which show concentrations, in parts per million, of such metals as iron from cylinder walls, lead from bearings, chrome from piston rings, and magnesium from the crankshaft.

KINEMATIC VISCOSITY TEST determines whether the oil is "hanging together" to do its job properly. It will spot dilution due to unburned fuel mixing with the oil and make certain the oil still meets accepted standards.

SPECIFIC GRAVITY TEST is made to determine the density of the oil sample. This shows up any contamination due to such things as water, carbon, sludge and metallic particles from engine wear.

show it has lost its lubricating qualities.

Since the program is just getting underway, no results are available yet. Within a few weeks, the laboratory will be getting about 90 samples a day to run through the various tests. By mid-summer, the full value and use of the laboratory will be demonstrated.

Oil analysis is not new to the industry. Several of the major oil companies will provide some of these tests for their customers. But if all tests were to be run by a commercial lab, PIE says it would cost around $125 per sample.

PIE is the first major company in the trucking industry to place such heavy emphasis on applied science. It should realize immediate control over maintenance at a reasonable cost.

Do you use speed and stop recording instruments? . . . On what percentage of your fleet? . . . At what yearly maintenance cost per instrument?

	Yes	No	%	PM Cost
For-hire Carriers	57	62	69.4	$14.02
Food Distribution	46	104	62.3	8.92
Government	5	58	15.0	15.00
Construction & Mining	12	46	75.5	19.60
Industrial	13	27	70.0	8.74
Petroleum	29	23	63.2	25.50
Public Utility	8	71	31.2	11.67
Wholesale-retail	8	20	59.3	10.60
Misc. & Leasing	9	44	45.4	18.75
Transit Bus	5	47	40.0	25.00
Intercity Bus	10	19	67.0	21.00
Total	**202**	**521**	**62.6**	**$16.25**

1. In May, 1951, 30.8% of the responding fleets reported that they were using speed-and-stop recording instruments. Today, seven years later, the percentage has dropped insignificantly to 27.6%.

The recording of "speed and stops" is found to be of doubtful value in four of the vocational categories listed above: government, construction and mining, public utility and transit bus service. Of the 252 replies in these four groups only 30 use speed-and-stop recording instruments. Eliminating these four categories gives a much truer picture of the value of instruments: the users then total 172 fleets, and the non-users 299.

On over-the-road operations such as intercity bus, common carrier, petroleum hauling and distribution of food and other perishable products both speed and number of stops are of vital importance. A glance at these figures will show these categories as the largest users.

The high-use factor shows that speed-and-stop-recording instruments furnish important and reliable information to a wide variety of fleets. If they didn't, the fleets wouldn't have them on 62.6% of their vehicles. This means users regard them as dependable, everyday working tools and not as merely experimental, short-term tools.

Over-all maintenance costs have dropped approximately 50% since the May, 1951, survey was conducted (from $31.55 a year per instrument to $16.25). This is undoubtedly caused by better maintenance practices, more experience with instruments and the improvement of the instruments themselves as working mechanisms.

723 Fleets Report on Speed-and-

This report (No. 279) is compared with a Fleet Owner survey conducted in May, 1951 (No. 211). You'll find that fleets using speed-and-stop recording instruments are just as strongly in favor of them today as they were in 1951 . . . and they've been able to reduce maintenance costs approximately 50%.

THERE HAS BEEN LITTLE CHANGE in the percentage of fleets using speed-and-stop recording instruments since May, 1951. The survey FLEET OWNER conducted that year showed that 199 out of the 647 fleets responding used these instruments. Today, seven years later, this survey (No. 279) shows that 202 out of the 723 fleets responding are using these instruments . . . almost exactly the same ratio.

The May, 1951, survey (No. 211) was responded to by 647 fleets operating 113,872 vehicles. This latest survey had 723 respondents who operate 127,113 vehicles in the United States and Canada. (For a detailed breakdown of the types of vehicles

Do your instruments record MPH or RPM?

	MPH	RPM
For-hire Carriers	26	8
Food Distribution	23	7
Government	1	1
Construction & Mining	6	3
Industrial	7	2
Petroleum	15	5
Public Utility	2	—
Wholesale-retail	5	1
Misc. & Leasing	3	—
Transit Bus	3	—
Intercity Bus	7	1
Total	**98**	**28**

Do you find them accurate?

	Yes	No
For-hire Carriers	54	2
Food Distribution	45	1
Government	5	—
Construction & Mining	10	2
Industrial	13	—
Petroleum	27	1
Public Utility	8	—
Wholesale-retail	8	—
Misc. & Leasing	8	1
Transit Bus	5	—
Intercity Bus	7	2
Total	**190**	**9**

2. Miles per hour is favored over RPM as a method of recording. The ratio is 3.5 to 1. From the comments on this question it's clear that the method of recording selected depends a great deal on the use to be made of the information. For example, when speed-and-stop recording instruments are used primarily for maintenance and engine records, the RPM system is best. When they're used primarily for operation (driver control), the MPH system is best.

3. Both surveys show that speed-and-stop recording instruments have long since passed the experimental state. In May, 1951, 97.9% of the users said they found the instruments accurate. This survey shows the percentage off slightly to 95.5%. Highest ratio of trouble was reported by the intercity bus fleets. In this category the trouble has two causes: sustained high speeds, and extreme length of cables which connect the instruments with the vehicle wheels.

Stop Recording Instruments

operated by the different vocational groups, turn to page 64.)

On this and the next three pages you'll find a detailed breakdown of the answers to each individual question, a comment on the significance of the answers, and a comparison of the up-to-date information with the May, 1951, survey. Answers have been broken down by vocational categories.

Here are the high points:

- Fleets that use speed-and-stop recording instruments use them on 62.6% of the vehicles they own and operate.
- They favor instruments that record in miles per hour as opposed to RPM
- Overwhelmingly (95.5%) they find them accurate.
- They find them valuable in: reducing maintenance, reducing accidents, better scheduling and legal matters.
- They find them helpful in evaluating the work of their drivers.
- They find that their best drivers accept and appreciate the use of speed-and-stop recording instruments.
- Very few companies (2.5%) have had to remove the instruments because of driver reaction.
- More than 50% of the petroleum fleets use them.

Continued on next page

How Speed, Stop Records Can Help

Do you find speed and stop instruments valuable in the following:

	Reducing Maintenance		Reducing Accidents		Better Scheduling		Lawsuit Proofs	
	Yes	No	Yes	No	Yes	No	Yes	No
For-hire Carriers	46	7	48	5	39	10	24	16
Food Distribution	34	4	30	7	38	6	15	12
Government	4	1	2	—	4	—	—	2
Construction & Mining	5	5	6	2	10	1	3	4
Industrial	8	3	9	2	13	—	5	3
Petroleum	19	5	19	2	25	1	16	4
Public Utility	6	—	3	—	2	—	—	—
Wholesale-retail	4	2	6	1	7	—	4	1
Misc. & Leasing	6	1	5	1	5	2	2	2
Transit Bus	3	—	3	1	3	—	3	1
Intercity Bus	3	6	7	3	6	4	4	5
Total	**138**	**34**	**138**	**24**	**152**	**24**	**76**	**50**

4. The high value of these instruments placed on them by users demonstrates their effectiveness. Of the 202 fleets in this survey using speed and stop recording instruments 85% felt they helped reduce maintenance; 80% answered yes to "reducing accidents"; 81.5% have found better scheduling because of them; and 60% indicated they were useful as lawsuit proofs.

There's no doubt as to how fleet owners feel on the first three parts of the question. An overwhelming number of "yesses"—up 7% over the last survey—point to the help these instruments provide in cutting costly maintenance.

The two exceptions in this area are in the construction and mining and the intercity bus categories. The 50/50 split in construction and mining is probably due to the fact that their maintenance problems are quite different from those of other fleet operators. As for the intercity bus operators, they've undoubtedly got the scheduling and maintenance phases of their operations refined to the point where this instrument would be of little help to them.

Accident reduction due to these instruments is noted by 4% more than on the last survey. On the previous survey, 92.5% utilized them for improving schedules, 11% over the present.

Regarding "lawsuit proofs", only 62.5% using these instruments would answer; 60% of these answered in the affirmative. Probably, many operators have not had actual experience with lawsuits in which the instrument played a part. Therefore they answered what they assumed would be the case or did not answer at all.

Vocational Breakdown

	Fleets	Buses	Trucks	Tractors	Trailers	Pass. Cars	All Vehicles
For-hire Carriers	119	—	3,503	6,728	9,619	566	20,416
Food Distribution	150	—	16,299	1,669	2,293	4,074	24,335
Government	63	—	6,640	250	317	2,646	9,853
Construction & Mining	58	—	1,471	229	312	208	2,220
Industrial	40	—	1,399	567	1,234	1,185	4,385
Petroleum	52	—	5,064	1,039	1,876	4,308	12,287
Public Utility	79	—	17,048	314	3,020	11,649	32,031
Wholesale-retail	28	—	1,047	155	253	183	1,638
Misc. & Leasing	53	—	4,101	563	587	670	5,921
Transit Bus	52	11,113	1,097	10	7	265	12,492
Intercity Bus	29	1,440	91	6	—	3	1,540
Total	**723**	**12,553**	**57,760**	**11,530**	**19,518**	**25,757**	**127,118**

HERE IS THE VOCATIONAL BREAKDOWN showing the types of vehicles and the occupations of the 723 fleets which participated in this survey. Combined, these fleets operate a total of 127,118 vehicles.

You Evaluate Your Drivers

Do you use instruments in any way to evaluate drivers?

	Yes	No
For-hire Carriers	46	6
Food Distribution	33	8
Government	3	1
Construction & Mining	11	1
Industrial	11	2
Petroleum	21	6
Public Utility	5	3
Wholesale-retail	5	3
Misc. & Leasing	7	1
Transit Bus	5	—
Intercity Bus	8	2
Total	**155**	**33**

What are your drivers' reactions to these instruments?

	Favorable	No reaction	Unfavorable
For-hire Carriers	25	18	7
Food Distribution	31	7	4
Government	1	2	1
Construction & Mining	6	3	2
Industrial	8	1	3
Petroleum	19	8	1
Public Utility	3	5	—
Wholesale-retail	6	—	1
Misc. & Leasing	5	4	—
Transit Bus	2	3	—
Intercity Bus	7	2	1
Total	**113**	**53**	**20**

Have you ever been forced to remove instruments because of drivers' reactions?

	Yes	No
For-hire Carriers	3	51
Food Distribution	2	41
Government	—	4
Construction & Mining	—	11
Industrial	—	13
Petroleum	—	28
Public Utility	—	8
Wholesale-retail	—	8
Misc. & Leasing	—	9
Transit Bus	—	5
Intercity Bus	—	9
Total	**5**	**187**

5. An overwhelming majority of the fleets responding use speed and stop recording instruments to evaluate driver performance. And this hasn't changed since the May, 1951 survey (84% answered "yes" in 1951; 82% said "yes" this time). Several of the comments serve to point up the importance of these instruments in driver training and control:

"Without a patrol check, this is the only means of evaluating."

"A good supervisor can spot trouble from dials which show erratic operation."

"Drivers familiar with rpm control are always our top men."

They have another advantage for the driver and company, too. They can be used as evidence when a driver is unjustly accused of exceeding the legal speed limit.

6. Drivers' reactions to speed and stop recording instruments have greatly improved since the May, 1951, survey. At that time only 64% of the operators indicated that their drivers had no prejudice against these instruments. Today, 89.4% (combining the "favorable" and "no reaction" answers) said that their drivers had no prejudice against the instruments.

The following quotes bear out this conclusion:

"Good drivers take pride in a good dial."

"When drivers get used to them, they like them."

"The speed and stop recording instruments favor the good, honest drivers."

"Good drivers like them. They make bad drivers better."

"The older men sell them to the new men. They have saved a speeding charge or two and cleared up accidents."

"Once drivers use them, they won't be without them."

"They let the driver analyze his mistakes and prove his driving ability."

7. Only 2.5% of the fleets responding to this survey said they had been forced to remove speed and stop recording instruments because of driver reaction. This is an improvement over the results of the May, 1951, survey when 6.8% said they had been forced to remove their instruments because of driver reaction.

• *Like to participate in FLEET OWNER's next survey? You'll get a confidential report on the subject several weeks before the story appears in the magazine and your report will contain more detailed information. Write to:*

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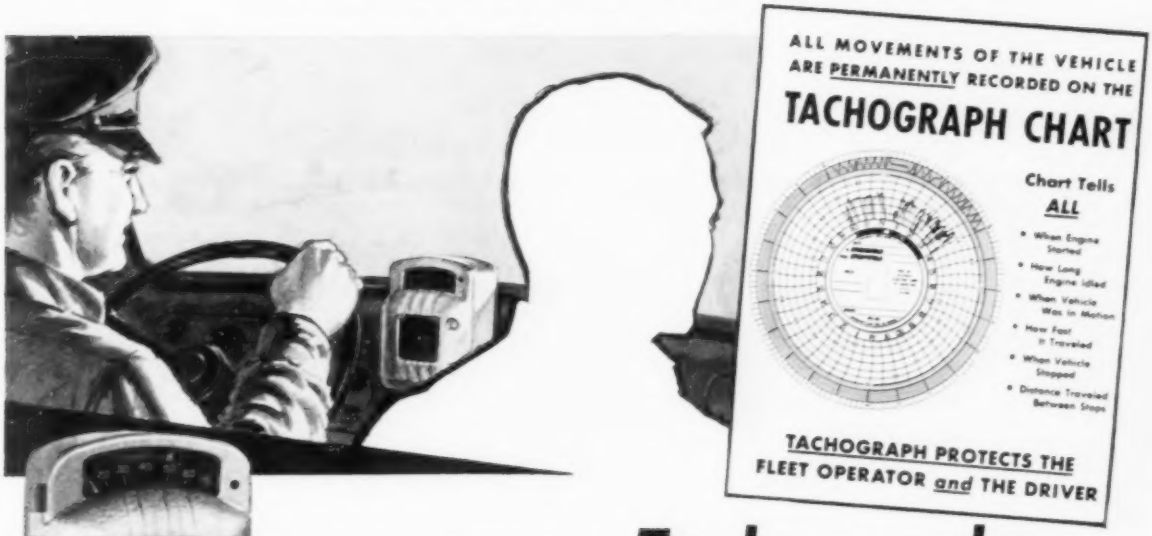

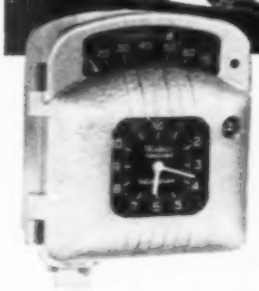

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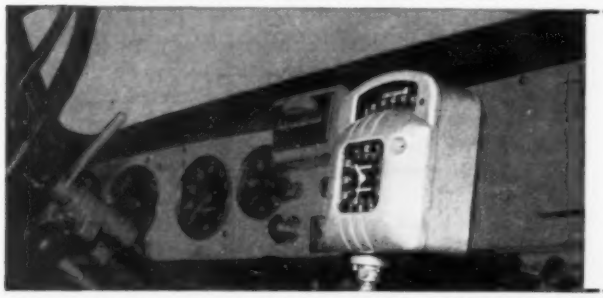
You can have a "phantom supervisor" riding along with each of your drivers . . . and get vital trip information costing you little more than 2¢ per day. How? . . . With Tachographs. When you equip your trucks with Tachographs, it's like having your own fleet supervisor ride on every trip . . . without leaving his desk. You get facts, and can act accordingly.

At the beginning of each run, a wax-coated chart (costing little more than 2¢) is placed inside the tamper-proof Tachograph mounted on dash. It is on this chart that all vital trip information is automatically recorded. Chart tells when engine started, when idled, when vehicle was in motion, how fast it traveled, and when it stopped and for how long. Tachographs also indicate the time of day and total mileage.

Tachograph's red warning light signals the driver whenever your predetermined maximum speed is exceeded. This encourages safer driving and reduces operating costs.

The charted information can be used to improve fleet safety, to effect savings on fuel and tires, to help establish proper routing, and supply data to protect you and the driver in court cases involving accident claims.

Tachograph models are available in two types: M.P.H. and R.P.M. For complete information, mail coupon for free copy of Bulletin SU-3.



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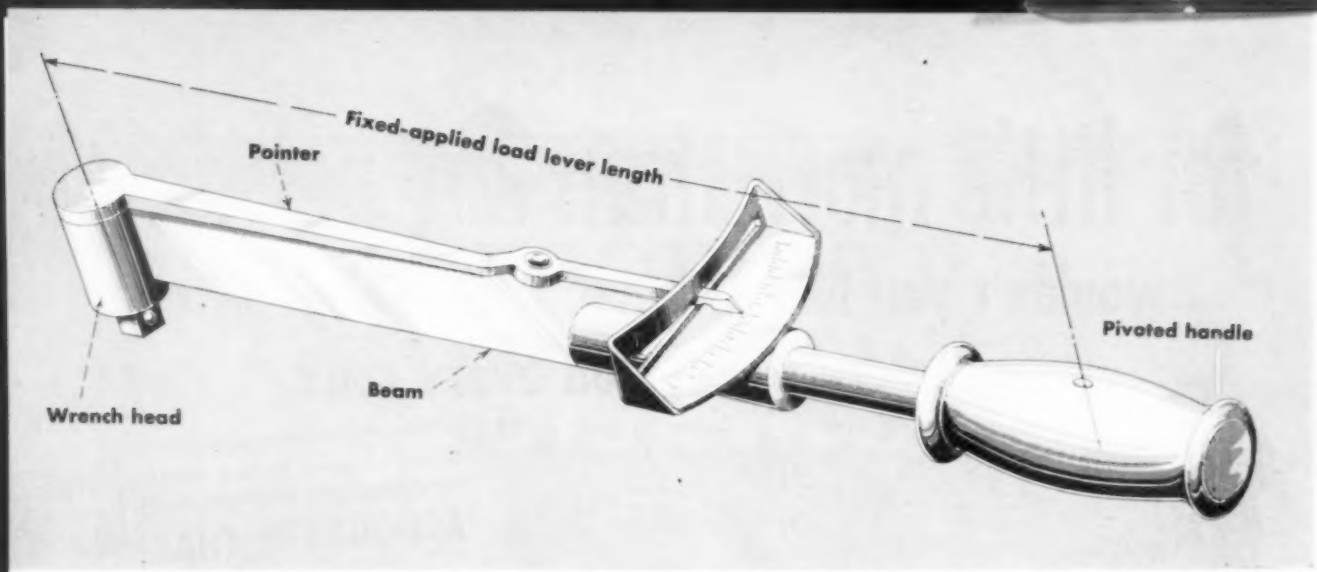
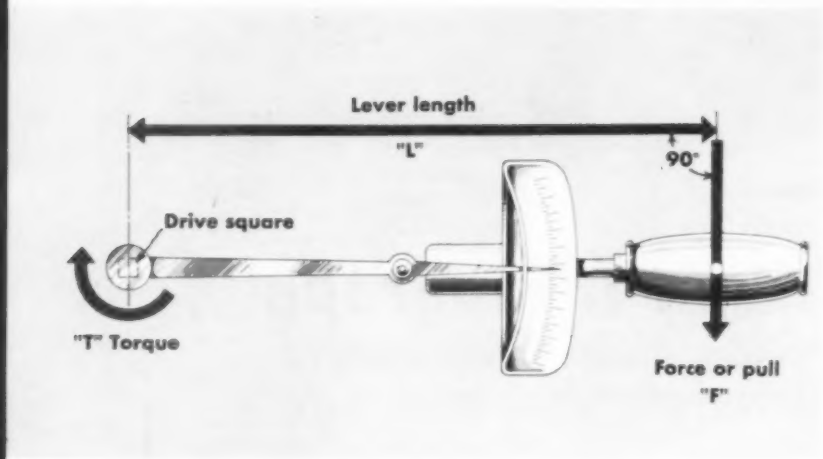
WSSN-2

LOCKHEED BRAKE PARTS, FLUID, EXCHANGE SHOES and LINING • AIR HORNS • AIR BRAKES • TACHOGRAPHS • ELECTRIC MOTORS • TRANSFORMERS • INDUSTRIAL BRAKES



FLEXIBLE BEAM WRENCH consists of wrench head and round rod or flat beam with handle. As force is applied to handle, beam flexes and changes its position with relation to pointer. Deflection is proportional to torque.



TORQUE IS DEFINED as "that which produces or tends to produce rotation or torsion."—Webster's New Collegiate Dictionary. A force applied at the pivot point of the handle at left will develop torque at the drive square. To find the amount of torque (T), multiply applied force (F), by lever length, (L), or $T = F \times L$. If the lever length is measured in feet and force in pounds, torque will be expressed in foot-pounds. When other units of measurement are used, torque can be expressed as inch-pounds, inch-ounces, inch-grams, etc.

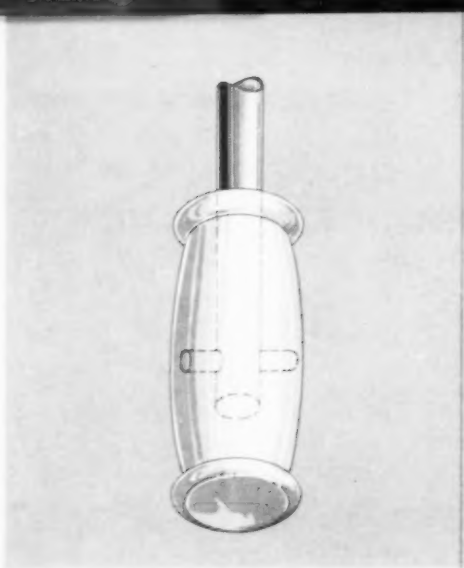
When making torque calculations, two precautions must be observed. The value for "F" must be that force which acts at 90 deg to the lever and which acts in a plane at 90 deg to the turning axis of the drive square. Effective force (F) is only that portion which acts as described.

Hand Tool Series—11

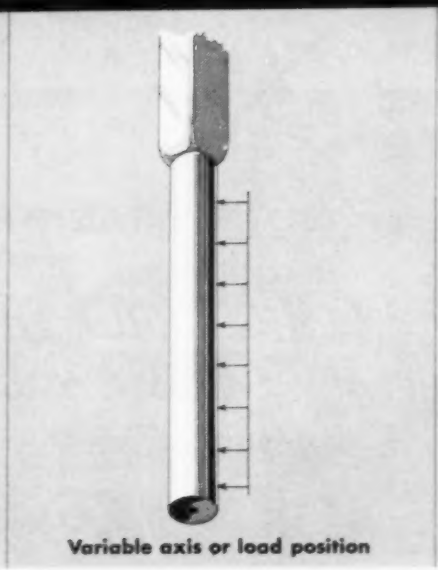
Torque Wrenches . . . Basic Types

MODERN ENGINES and other machine units are built so precisely that many of the nuts and bolts which hold them together must be tightened to a specified torque. To do this, a torque wrench is used. Although there are many different designs of torque wrenches, those in use extensively today may be classified as either a rigid-frame or a flexible-beam type. In both types, the wrench measures torque developed at the wrench head by means of an indicator designed to show the torque value.

In the rigid frame wrench, the handle and the frame are made as an integral piece and the measuring element is incased in the frame. With this type wrench, no matter how you hold or pull on it, you will get correct reading on the indicator. This is because the measuring element is so arranged that the "L", or lever length, is effectively fixed within the wrench. One type uses a torsion element and measures the twist in this element as the force is applied. Another type uses a beam attached to the drive square of the wrench at one end, the other end bearing against a part of the frame. In either type, the actual movement, twist or flexing, of the measuring element is very slight. This move-

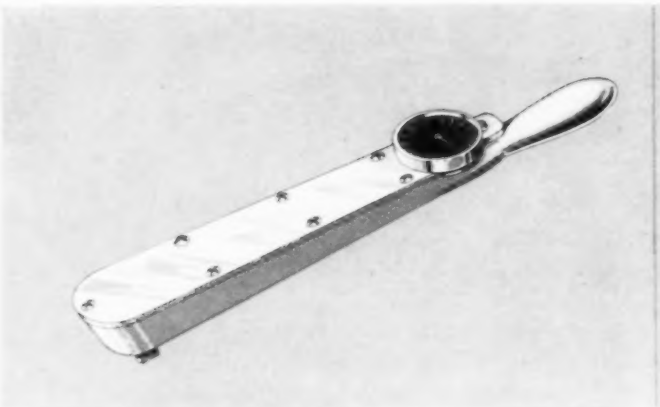


PIVOTED HANDLE provides a fixed point at which applied force acts.

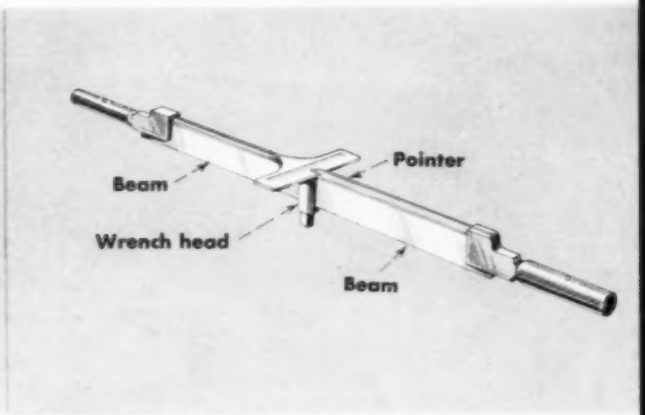


RIGID HANDLE results in a variable lever length for applied force.

BALL TYPE HANDLES are also used in both fixed and pivoted types.



RIGID FRAME WRENCH uses a torsion bar or fixed-length steel beam incased within frame as measuring element.



"T" HANDLE WRENCH shown here, is the flexible beam type, made so force may be applied in a "push-pull" fashion.

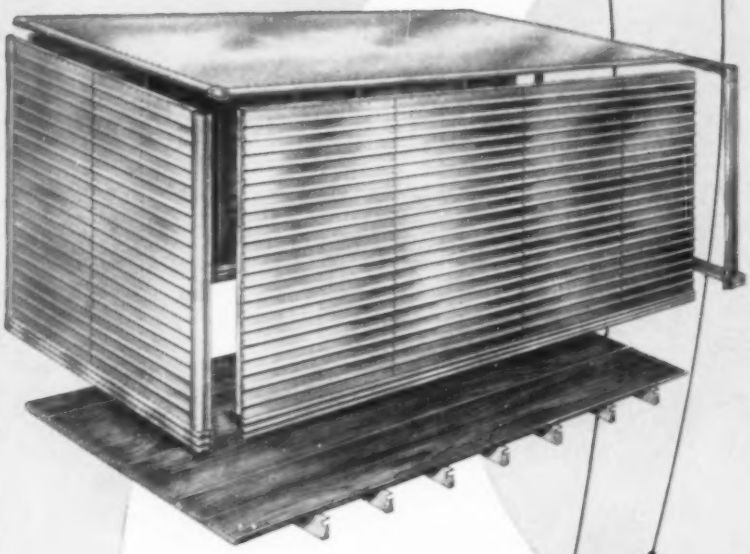
And Operating Principles

ment, however, is mutliplied through the linkages which actuate the torque indicating dial.

There is an important reason in both instances, for designing the measuring element to minimize its movement. By keeping it slight, there is no chance of metal fatigue occurring in the element which might destroy its accuracy. Furthermore, measuring element will not be overstressed so that it takes a permanent "set," like a spring which has been stretched until it won't resume its original shape. The flexible beam wrench is generally made with a flat beam. Round beams are undesirable because they may deflect in any direction from the neutral axis. One commonly used wrench of this type has a flat, tapered beam with the pointer solidly connected to the head and extending almost to the handle, where the indicating dial is located. This type is very sturdy, accurate, and has no frictional moving parts.

Next month, in part two of this series, we'll give you some tips on using torque wrenches with attachments and extensions.

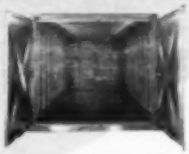
THE ONE TRUCK BODY Kit THAT HAS EVERYTHING YOU ASKED FOR: Kingham SPACEMASTER



- One-Piece Roof Guaranteed Not to Leak

- Extrusions and Castings that Seal Off Air and Water

- Requires Only 2-Man Hours to Assemble Basic Shell



- Maximum Capacity and Minimum Weight

KINGHAM SPACEMASTER:

The Spacemaster is a new and different prefabricated truck body kit, designed to cut overall assembly hours with maximum safety and protection. The Spacemaster kit consists of five sub-assemblies: 2 sides, front, rear, and roof. These assemblies have a total weight of 435 pounds for a 12′ long body. Available in lengths from 12′ through 20′ . . . LOOK INTO THE MANY ADVANTAGES OF THE SPACEMASTER, NOW . . . IT CAN SAVE AND MAKE PROFITS FOR YOU IMMEDIATELY . . . CLIP THE COUPON AND MAIL TODAY.

Dealerships available

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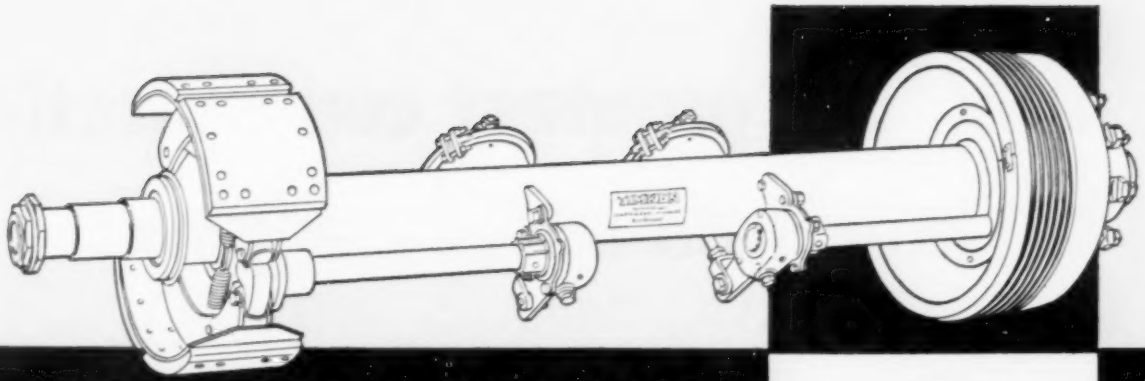
KINGHAM BODY AND TRAILER KIT DIVISION TSM-18
1409 W. Hill St., Louisville 10, Ky.

Please send me the folder, "Facts about the New Kingham Spacemaster Aluminum Truck Body Kit," free without any obligations.

Please Print
Name _____
Street & No _____
City _____
State _____

KINGHAM BODY & TRAILER KIT DIVISION
KINGHAM TRAILER COMPANY, INC. 1409 W. HILL ST., LOUISVILLE 10, KY.



MADE FOR EACH OTHER!

TIMKEN-DETROIT®

TK-500 LIGHTWEIGHT

TRAILER AXLES

...and "P" Series Power Brakes

...and made for more profitable trailer operation for you!

Paired to work together... teamed to give you proven performance and extra payload pounds! Popular Timken-Detroit TK-500 Series Lightweight Trailer Axles are available with a complete line of famous Timken-Detroit "P" Series Brakes... in widths from six to ten inches (6", 7", 8½", and 10"). These are axles and brakes designed, manufactured, and tested to operate jointly for longer, more dependable, more economical service.

TK-500 axles, lightest for their capacity ever built, give you greater payload capacity with no reduction in strength or quality. "P" Series Brakes mean cooler-running, longer-lasting service ... with features like Timken-Detroit "Econo-liners" tapered brake linings, Nylon bushings, rigid open-type one-piece flange and spider.
Be certain you specify Timken-Detroit TK-500 Axles with "P" Series Brakes.

Load Proportioned Hot-Pierced Spindles . . . hollow throughout for lighter weight. Hot piercing provides uniform, denser metal for greater strength. "Torsion-Flow"® forging aligns metal grain to forging shape.

Plus all these extra features:

- Free-Rotating Brake Shoe Rollers
- Rust-proofed Chrome-Plated Anchor Pins
- Self-aligning Camshaft Brackets
- Deep Case-Hardened Cam Roller Face
- 100% Heat-Treated Brake Camshafts.

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WORLD'S LARGEST MANUFACTURER OF AXLES FOR TRUCKS, BUSES AND TRAILERS

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A PRODUCT OF ROCKWELL SPRING AND AXLE CO.

Now! The greatest concentration built into a truck engine!

Ford's all-new Super Duty V-8's—with displacements of 401, 477 and 534 cubic inches—are designed to handle GVW's up to 51,000 lb. and GCW's up to 75,000 lb. on America's toughest runs. And their endurance has been proved, not only in dynamometer labs and on the proving grounds, but in commercial fleets from coast to coast.

You get more miles with less downtime! These all-truck engines combine an entirely new concept of engine cooling with the latest developments in mechanical design and materials, setting new Ford standards of performance and dependability in heavy-duty truck service. Here is the "how and why" of Ford's superiority:

Exclusive three-stage cooling provides fast, uniform warm-up. Coolant flow is controlled by a second thermostat that balances the rate of warm-up and expansion of block and heads. Stress concentrations and the possibility of head warpage are virtually eliminated.

High-capacity water pump, the heart of Ford's cooling system, circulates over 200 gallons per minute. High volume coolant flow, with little or no aeration, supplies vital scrubbing action at valve guides and seats. Another advantage of this unique pump—its high capacity (50% more than competitive types) is obtained with no increase in required horsepower.

Water-jacketed fuel-air intake passages, in manifold *and* heads, maintain correct and uniform fuel temperatures from carburetor to combustion chambers. This results in proper vaporization and equal distribution of fuel-air mixture to each cylinder for improved economy and maximum engine smoothness.

New "In Block" combustion chambers transfer heat concentration from heads to block for 360° chamber cooling. This transfer allows better cooling of head and valve areas, greatly increasing the life of these parts. Combustion heat absorbed by the head of the aluminum alloy piston is transferred to the long, solid piston skirt. From there it is readily dissipated through the cylinder wall into the coolant which surrounds cylinder throughout the entire length of piston travel. The result is long life pistons and rings.

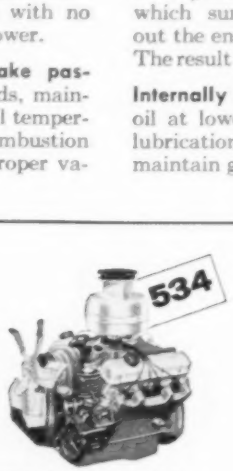
Internally mounted oil cooler keeps oil at lower temperatures for better lubrication. Reduced oil temperatures maintain greater oil film strength and reduce oil carbonization. Also, cooler oil means cooler running, longer lasting rod, main and camshaft bearings.

Fully machined combustion chambers mean close tolerances for accurate regulation of compression pressures. In Ford's new Super Duty V-8's, all surfaces of the combustion chamber (cylinder wall, bottom of head and top of piston) are precision-machined. Piston tops have a tapered step to maximize turbulence for improved combustion with regular grade gasoline. The smooth, straight surfaces of this wedge-shaped combustion chamber eliminate deposit-forming pockets to minimize harmful preignition.

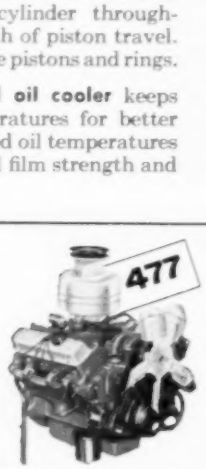
Turbulence Top pistons have four rings and three of them, including the oil ring, are chrome-faced for long life. The top ring groove has a bonded cast-iron insert to further reduce wear. Piston tops are extra thick to withstand high compression pressures. Each piston contains thermal struts that control expansion for a precise fit, hot or cold.

Hard-faced intake *and* exhaust valves with wear-resistant valve seat inserts are a Ford exclusive. Valves are made of heat-resistant materials and heads are dish-shaped to allow them to seat readily. To minimize the possibility of sticking, valve stems are electrolized, a surface treatment previously restricted to aircraft engines. Positive rotators provide a self-cleaning action for

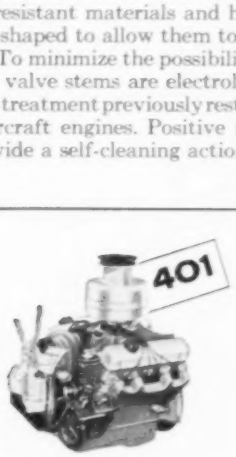
NOW!
Three all-new all-truck V-8's



277-hp Short Stroke V-8 . . .
Torque: 490 lbs-ft @ 1800-2300 rpm



260-hp Short Stroke V-8 . . .
Torque: 430 lbs-ft @ 1800-2300 rpm



226-hp Short Stroke V-8 . . .
Torque: 350 lbs-ft @ 1800-2300 rpm

American Business buys more Ford Trucks than any other make!

# of endurance features ever

They're all standard in Ford's new Super Duty V-8's

more perfect seating and sealing. Any valve material requires good cooling for long life. Ford's new Super Duty engine design makes more coolant available for lower valve temperatures. This coolant flowing past Ford's integral valve guides quickly carries away valve heat. In addition, exhaust valves are sodium-filled for rapid transfer of heat from head to stem. The sodium is added by a unique process that eliminates welding, thereby strengthening the valves.

Hot testing of every Super Duty V-8 is a typical example of Ford's quality control. Each engine is run for 20 minutes to check smoothness, timing, valve lash adjustment, oil pressure, and push rod rotation.

The engine is then partially disassembled. Parts are inspected for condition and alignment. Special attention is given to bearings and other items that might cause premature failure. The engine is then reassembled and run for about 10 minutes to check timing, noise level, acceleration, smoothness and coolant, oil or compression leaks. Only Ford uses such a detailed inspection of every engine. This is done to provide you with a more dependable truck.

New submerged electric fuel pump virtually eliminates vapor lock and maintenance problems. Mounted in the bottom of the tank, it pushes solid fuel under pressure from tank to carburetor. Its electric motor is sealed in a stainless steel capsule, and operates the pump by magnetic drive.

Every engine part is a truck engine part designed and built exclusively for Ford's all-new Extra Heavy Duty trucks. The same attention to detail required for durability in the major components has been carried over to all other parts as well. Listed below are but a few typical examples:

Stainless steel gaskets at heads and exhaust manifolds practically eliminate tie-ups due to blown gaskets.

No external oil lines to break. Oil filter and air compressor are mounted directly to block.

Valve stem seals are of same material developed for use in government missile program.

Rotor-type oil pump maintains high output, virtually unaffected by normal wear from extended operation.

Dual exhaust system provides far easier breathing and higher volumetric efficiency.

Alternator system replaces generator for longer electrical life.

Biggest Ford trucks ever built! Ten new series—Tilt Cabs, Conventionals, Tandems—up to 51,000-lb. GVW, 75,000-lb. GCW. For complete information see your local Authorized Ford Dealer.

Big truck built... big truck powered... at Ford's low prices!

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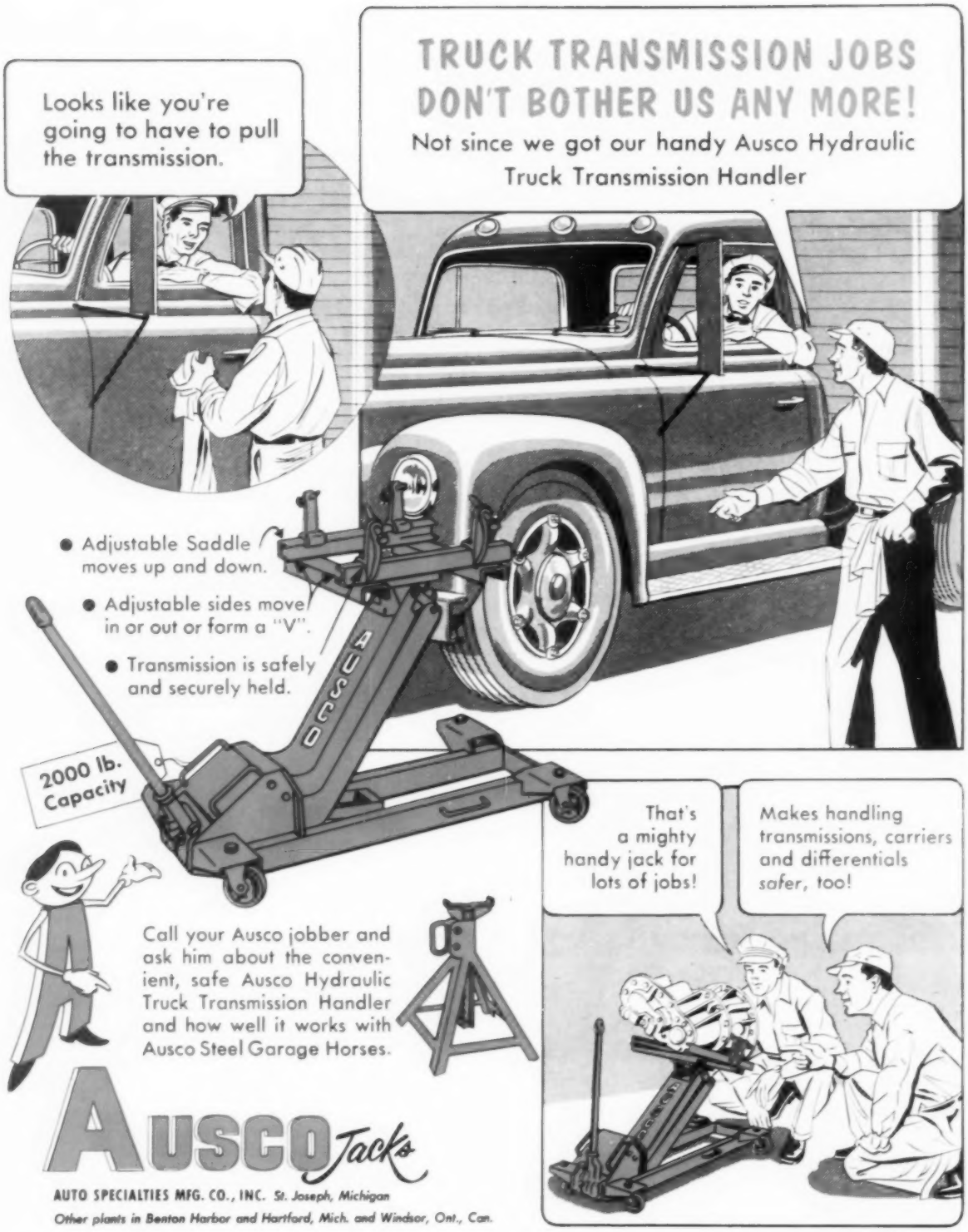
LESS TO OWN . . . LESS TO RUN . . . LAST LONGER, TOO!


Looks like you're going to have to pull the transmission.
TRUCK TRANSMISSION JOBS DON'T BOTHER US ANY MORE!
Not since we got our handy Ausco Hydraulic Truck Transmission Handler
• Adjustable Saddle moves up and down.
• Adjustable sides move in or out or form a "V".
• Transmission is safely and securely held.
2000 lb. Capacity
That's a mighty handy jack for lots of jobs!
Makes handling transmissions, carriers and differentials safer, too!
Call your Ausco jobber and ask him about the convenient, safe Ausco Hydraulic Truck Transmission Handler and how well it works with Ausco Steel Garage Horses.
AUSCO Jacks
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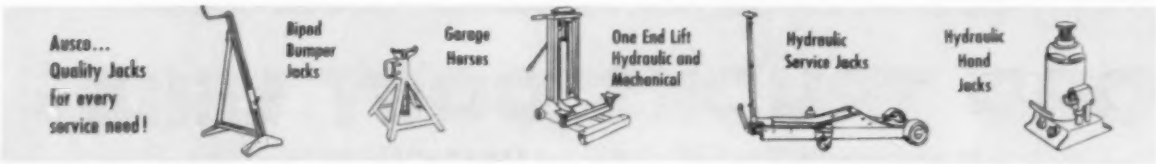
Ausco... Quality Jacks for every service need!
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Hydraulic Service Jacks
Hydraulic Hand Jacks

Here's Your LP-Gas Outlet Guide—Part I of a Complete Listing

IF YOU'RE AN LP-GAS USER faced with the possibility of sending a vehicle into unfamiliar territory, you'll want to know where you can find a place to fuel up. Here's the solution to your problem, a complete listing of LPG outlets in the U. S., Canada, and Mexico.

FLEET OWNER is publishing these lists in cooperation with the Liquefied Petroleum Gas Assn., Inc., which compiled the information. The LPGA has up-dated the listings it published in 1956 and made additions. These will be run in this and succeeding issues of FLEET OWNER.

The complete list will be available in a handy, pocket-sized booklet from the Liquefied Petroleum Gas Assn., 11 South LaSalle St., Chicago 3, Ill., at $1.00 per copy, with quantity discounts.

The listings are arranged alphabetically, by state, city, and company name. The following abbreviations have been used:

B. Plt.—Bulk Plant
Butn.—Butane
B-P Mix.—Butane-Propane Mixture
Lube.—Lubrication Service
Maj.—Major Repair Service
Min.—Minor Repair Service
Pro.—Propane
Pump—LP-Gas Pump
P & M—Pump and Meter
S. S.—Service Station

Copyright 1958, L.P.G.A., Inc. These lists were prepared by the Market Research Committee of the Liquefied Petroleum Gas Association as a service to the users and dispensers of LP-Gas motor fuel.

Alabama

Abbeville, General Gas Corp., B. Plt., 7am-6pm, P & M, Pro., *Phone 2-5432*

Abbeville, Reliance Gas Corp., on US Hwy., B. Plt., 7am-5pm, Pump, Pro., *Phone 2-4811*

Albertville, Johnson Butane Service, 303 W. McKinney, B. Plt., 7am-5:30pm, Pump, Pro., B-P Mix, *Phone 1162 or 493*

Albertville, Marshall Butane Gas Co., 1 Mi. S. of Albertville on US 431, just off old 431, B. Plt., 7am-5pm, Pump, Pro., B-P Mix, *Phone 923*

Anniston, Anniston Butane Co., 933 W. 10th, B. Plt., 7am-5pm, Pump, B-P Mix, *Phone AD 6-4061*

Anniston, Calhoun Butane Gas & Supplies, Inc., US Hwy. 431 & US Hwy. 78 State Hwy. 202 & 21, B. Plt., S. S., 7am-6pm, Clsd. Sun., P & M, B-P Mix, *Phone ADams 7-6665*

Ashland, Crews & Gaither LP-Gas, B. Plt., 24 Hrs., Butn., B-P Mix, Lube., Min., *Phone 3381*

Athens, Valley Gas, Inc., 5 blocks N. of Hwy. 31, B. Plt., 7am-5pm, P & M, B-P Mix, *Phone 217*

Atmore, National Butane Co., Jack Springs Rd., B. Plt., 6am-6pm, Thurs., 6am-12noon, Pump, Pro., B-P Mix., *Phone 355*

Bessemer, Brett Gas Inc., Hwy. 11 on Hwy. between Bessemer & Birmingham, Rt. 4 Bessemer, B. Plt., 7:30am-5:30pm, Clsd. Sun. & Hol., P & M, Pro., Butn., B-P Mix, *Phone HA 5-3186*

Bessemer, Dixie Gas & Sply. Co., Inc., 400 2nd Ave., near US Hwy. 11 & S. Hwy. 5 at Bessemer, B. Plt., 8am-6pm, Pump, Pro., B-P Mix, *Phone HA 5-1871*

Birmingham, Brett Gas Inc., US 78 E. of B'ham., S. S., 7:30am-11:30pm, P & M, Pro., Butn., B-P Mix, *Phone FA 4-6658*

Birmingham, Howells 66 Service, Rt. 11 Bessemer Super Hwy., S. S., 6am-10pm, P & M, Pro., B-P Mix, Lube., Min., *Phone FA 4-3386*

Birmingham, McNeil-Moore, Inc., 815 N. 34th St., B. Plt., 7am-5pm, P & M, B-P Mix, *Phone FAirfax 3-1511*

Blountsville, Majure Gas & Appl. Co., US Hwy. 231, B. Plt., 7am-6pm, P & M, Pro., B-P Mix, Maj., Min., *Phone CR 4-5852 or CR 4-4741*

Blountsville, Dixie Gas & Sply. Co., Inc., Main St. on Alabama Hwy. 38 at Blountsville, 8am-6pm, Clsd. Sun. & Hol., Pump, Pro., B-P Mix, *Phone 3711*

Boaz, Coosa Gas Co., 1½ Mi. E. of Boaz on S. Hwy. 205, B. Plt., 8am-5pm, P & M, Pro., B-P Mix, *Phone 6-0443, Aft. Hrs. 7-0206*

Centre, Jordan Gas Co., Hwy. 411, State 9, B. Plt., 6am-7pm, P & M, Pro., Butn., B-P Mix, *Phone WAlnut 7-2391*

Chatom, National Butane Co., B. Plt., 8am-5pm, Pump, B-P Mix, *Phone 2731*

Childersburg, Economy Gas Service, Jct. US Hwy. 280 & S. Hwy. 76, B. Plt., 6am-6pm, P & M, Pro., Lube., Min., *Phone DR 8-2391 or DR 8-6805*

Citronelle, Fletcher Smith, Gulftane, US Hwy. 45, B. Plt., 24 Hrs., B-P Mix, Lube., Min., *Phone VO 6-5537*

Citronelle, National Butane Co., US Hwy. 45, B. Plt., 7am-6pm, B-P Mix, *Phone VOlunteer 6-3891*

Clanton, Central Alabama Gas Co., US 31 N. of Clanton 3 Mi., S. S., 7am-5pm, Clsd. Sun., P & M, Pro., B-P Mix, *Phone 488 or 1178J*

Columbiana, Stinson But. Pro. Gas Co., S. Hwy. 25, B. Plt., 6am-5pm, P & M, Pro., B-P Mix, *Phone OW 4-4661*

Cullman, Cullman Butane Gas Co., B. Plt., 7am-6pm, P & M, B-P Mix, *Phone 600*

Cullman, National Butane Co., 6 Mi. N. on Hwy. 31, S. S., 24 Hrs., P & M, Pro., Lube., Min., *Phone 9193*

Decatur, Brett Gas Service, 900 Wilson Ave., 1 block off Hwy. 31, B. Plt., 7am-5pm, P & M, Pro., B-P Mix, Min., *Phone EL 3-2421*

Decatur, Vaughan Gas & Appl. Co., Mkt. St. 2 blocks E. US Hwy. 31, B. Plt., 7am-6pm, P & M, Pro., B-P Mix, *Phone 2131*

Demopolis, Marengo Butane Gas Co. Inc., 3 Mi. E. of Demopolis on US Hwy. 80, S. S., 6am-9pm, P & M, Pro., B-P Mix, Lube., *Phone 9169*

Demopolis, Palmor Oil Co., US Hwy. 80, S. S., 24 Hrs., P & M, Pro., Lube., Min., Phone *833 or 56*

Dothan, Southern Liquid Gas Co., 508 Third Ave., B. Plt., 6am-11:45pm, Sun. & Hol. 8am-1pm, P & M, Pro., B-P Mix, *Phone 5-3300*

Edduis, Marengo Butane Gas Co. Inc., US 80, 5 Mi. E., S. S., 6am-10pm, P & M, Pro., B-P Mix, Lube., Min., Maj.

Eufaula, Automatic Gas Co., Old Dale Rd. 1½ Mi. S. of town, B. Plt., 7am-5pm, P & M, Pro., Min., *Phone 777*

Evergreen, National Butane Co., E. Front St., B. Plt., 7am-5pm, Clsd. Wed. afternoon, Pump, Pro., Butn., B-P Mix., *Phone 630*

Foley, Foley Butane Co. Inc., 920 N. McKenzie St., B. Plt., 7am-6pm, Sun. 8am-5pm, P & M, Pro., B-P Mix, *Phone WHitehall 3-2481 or 3-2491*

Fort Payne, Mitchell Oil & Gas Co., 1000 Godfrey Ave., S., B. Plt., 7am-6pm, Clsd. Sun., Pump, Pro., B-P Mix, *Phone 1097*

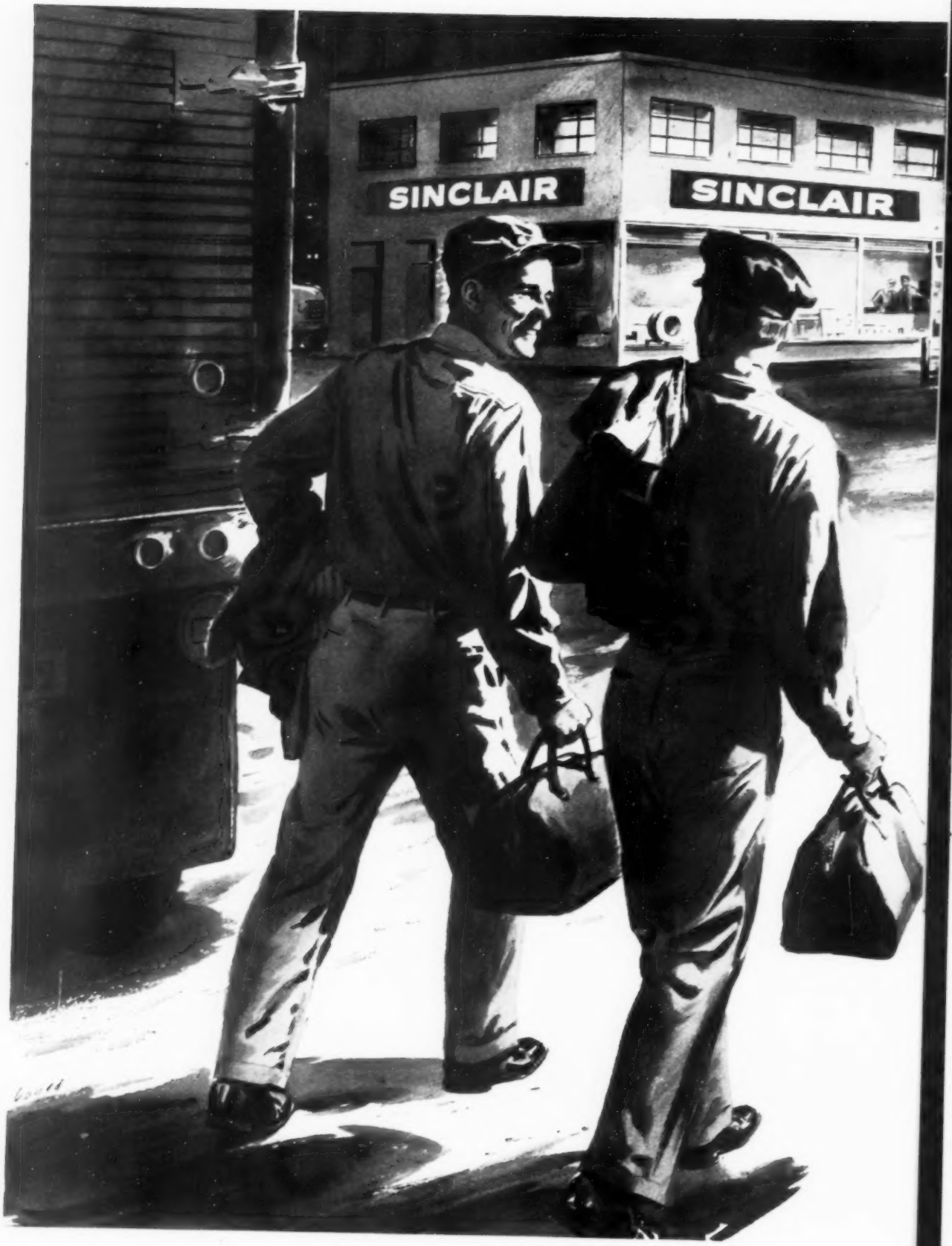
Gadsden, Coosa Gas Co., 623 Meighan Blvd., B. Plt., 8am-5pm, P & M, Pro., B-P Mix, *Phone 6-0443 or 7-0206*

Gadsden, Majure Gas Co., Meighan Blvd. or 220 Chestnut St., B. Plt., 7:30am-5pm, Pump, Pro., *Phone LIberty 6-0491*

Geneva, Economy Gas Co., Ala. 27½ Mi. from Court House, B. Plt., 8am-5pm, Clsd. Sun., P & M, Pro., *Phone 13R*

Greenville, National Butane Co., 716 E.

Continued on page 78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"If it says SINCLAIR it has what every trucker needs"

• 24-HOUR OPERATION • SWEEPING DRIVES
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Long-distance truckers rely on the modern conveniences at Sinclair-Planned Truck Stops. They're good stops to schedule – to help keep trucks on schedule.

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Dino the Sinclair Dinosaur says:

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☐ Information on Sinclair's Route Survey Service

NAME _____

COMPANY _____

POSITION _____

ADDRESS _____

LPG Outlets . . .

Continued from page 75

Commerce St., 1 Mi. off US 31, B. Plt., 7am-5pm, P & M, Pro., Butn., *Phone 626W or 718J*

Habyville, Farris Butane Service, Hwy. 5, B. Plt., 24 Hrs., P & M, Pro., B-P Mix, *Phone HU 6-3231*

Heflin, Tri-County Gas Co., B. Plt., 7:30am-5pm, Clsd Sat. afternoon & Sun., Pump, Pro., B-P Mix

Irondale, Irondale Gulf Service Station, 78 Hwy. E., S. S., 7am-11:30pm, P & M, Pro., Lube

Jackson, National Butane Co., B. Plt., 8am-5pm, 8am-12 noon on Thurs., Pump, Butn., Pro., B-P Mix, *Phone 3523*

Lafayette, Tri-County Gas Co., B. Plt., 7:30am-5pm, Clsd. Sat. afternoon & Sun., Pump, Pro., B-P Mix

Lethbridge, Sturdie Propane Ltd., #3 on truck route, B. Plt., 8am-5pm, P & M, Pro., *Phone 7-5721 or 7-6992*

Lineville, Crews & Gaither LP-Gas, B. Plt., 24 Hrs., Butn., B-P Mix, Lube, Min., *Phone 3241*

Louisville, Price Bros. Gas Co., ½ Mi. from Louisville on Farm Rd. to Blue Springs, B. Plt., 7am-6pm, Pump, Pro., B-P Mix, *Phone 34*

Mobile, Albo Gas Co., Wolf Ridge Rd. between Hwy. 45 & 42, B. Plt., 8am-5pm, Clsd. Sun. & Hol., P & M, Pro., B-P Mix, *Phone GL 2-3433*

Mobile, National Butane Co., Foot of Virginia St., B. Plt., 8am-5pm, Sat. 8am-12 noon, Clsd. Sun., P & M, Pro., Min., *Phone HE 3-9554*

Monroeville, National Butane Co., 132 W. Claiborne St., B. Plt., 7am-5:30pm, Clsd. Sun., Pump, Pro., B-P Mix, *Phone 270*

Montgomery, Capital Gas Co. Inc., 3802 Day St., B. Plt., 7am-5pm, P & M, Pro., Lube., Min., *Phone AM 3-7593 or AM 3-7595*

Montgomery, Capital Gas Co. Inc., By-Pass US 31, S. S., 7am-5pm, P & M, Pro.

Montgomery, Hughes Shell Service, US 31 N. 5 Mi. N. of Montgomery, S. S., 6am-10pm, P & M, Pro., Lube., *Phone AM 3-0179*

Montgomery, Montgomery Truck Terminal, Hwy. 82 & 231, 13 Mi. S. of Montgomery, S. S., 24 Hrs., P & M, Pro., Lube.

Montgomery, Suburban Gas Co., US 31, 6 Mi. N., B. Plt., 6am-11pm, P & M, Pro., Lube., Min.

Montgomery, Suburban Gas Co., US 231 & US 82, 15 Mi. S. E., S. S., 24 Hrs., P & M, Pro., Lube., Min.

New Brockton, Propane Gas & Appl. Co., US 84 E. edge of city limits, S. S., 7am-6pm, P & M, Pro., Lube., Min., *Phone 2981*

Notasulga, Superior Gas, Inc., in town Intersection State Hwys. 14 & 81, B. Plt., 7am-6pm, Clsd. Sun., Pump, Pro., *Phone 840*

Oneonta, Putman Gas & Ref. Service, Hwy. 231, B. Plt., 24 Hrs., P & M, Pro., Butn., Min., Maj., *Phone CR 4-6175*

Oneonta, Majure Gas & Appl., S. Hwy. 78, B. Plt., 7am-6pm, P & M Pro., B-P Mix, Min., Maj., *Phone CR 4-5852 or CR 4-4741*

Opelika, Tri-County Gas Co., B. Plt., 7:30am-5pm, Clsd. Sat. afternoon & Sun., Pump, Pro., B-P Mix

Pell City, Automatic Gas Talladega, Inc., Cogwell Ave., S. S., 7:30am-5pm, P & M, Pro., Butn., B-P Mix, Maj., *Phone ED 8-7522*

Pell City, Brett Gas Inc., 78 Hwy. E., B. Plt., 7:30am-5pm, Clsd. Sun. & Hol., P & M, Pro., B-P Mix, *Phone ED 8-7513*

Piedmont, Butane Propane Gas Co., 1½ Mi. E. of town on US Hwy 278, S. S., 24 Hrs., P & M, Pro., Butn., B-P Mix, Lube., Min., *Phone 7-6031*

Roanoke, Superior Gas, Inc., 1 Mi. S. of Roanoke on Hwy 431, S. S., 7am-5pm, Clsd. Sun., P & M, Pro., B-P Mix, Min., *Phone 5131*

Robertsdale, National Butane Co., Hwy 90—½ Mi. from city limits, B. Plt., 7am-5pm, P & M, Pro., B-P Mix, Maj., *Phone WI 7-2352*

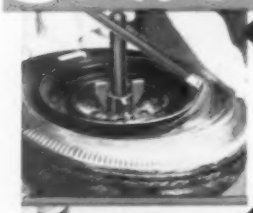
Selma, National Butane Co., 1014 Water Ave., S. S., 7am-5pm, P & M, Pro., Butn., B-P Mix, *Phone 4-7481*

Sheffield, Swinney Butane-Propane Gas Co., 2722 Jackson Hwy—between Sheffield & Florence—Hwy 72 & 43, B. Plt., 7am-6pm, Pro., B-P Mix, *Phone EV 3-0942, Aft. Hrs., Sun. & Hol. HT 2-8929*

Springville, Majure Gas & Appl., US Hwy

Continued on page 80

IMPROVE YOUR TIRE CHANGER
(OLD OR NEW MODEL)
with * by
Slik-Stik KEN-TOOL



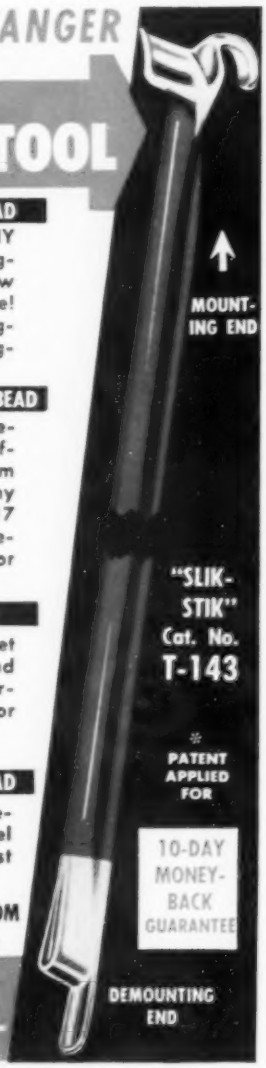
DEMOUNTING FIRST BEAD
Use Slik-Stik with ANY center-post tire changing machine old or new . . . regardless of make! Up-dates old tire changers, makes new changers work better.

DEMOUNTING SECOND BEAD
Handles 14-inch tubeless tires with their stiffer beads and tighter rim fit . . . perfect for any size tire from 12 to 17 inch . . . tubeless or tube-type . . . passenger or light truck.

MOUNTING FIRST BEAD
Slik-Stik works fast, yet is easy on beads and tubeless sealing surfaces. Does not force or shear.

MOUNTING SECOND BEAD
* Forged from chrome-nickel alloy tool steel
* Heat treated to resist wear

ORDER YOURS NOW FROM YOUR JOBBER TODAY.



World's largest exclusive manufacturer's of tire-changing tools and equipment.
KEN-TOOL MANUFACTURING CO.
AKRON 5, OHIO

OUT OUR WAY **By J. R. Williams**

MORE ORIGINAL AND RECAP MILEAGE AT LESS COST

You can have your truck tire economy as simple as 1-2-3 with Lee Super DeLuxe Highway Nylons. These outstanding tires give you 1) long original mileage; 2) extra recaps; and 3) lowest possible cost per mile. The three big advantages that add up to sure savings.

Not just *nylon*, but Lee Super-Tensile Nylon, goes into the construction of these tires. This tough cord provides the ultimate protection against the impact bruises, blowouts and moisture damage that take their toll of tires built with ordinary cord. And, during the Lee Super-Tensile manufacturing process, the cord is also treated with Double-Dip Flexlok, the super-adhesive that reduces the effects of heat and flexing and makes cord separation from the bond virtually impossible.

You get additional assurance of extra mileage with the wide, flat tread—made of the best type of smoked sheet natural rubber. Other Lee improvements in the tread design result in better traction and cooler running.

Equip your units with Lee Super DeLuxe Highway Nylons —tubed or tubeless—for more mileage and more recaps!

The Lee Super DeLuxe Highway. Whatever your truck tire needs, there's a Lee that's *right* for the job.

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Please send me your free catalog showing Lee of Conshohocken's entire line of truck tires.

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Company _____

Address _____

City _____ Zone _____ State _____

LEE TIRES

LEE RUBBER & TIRE CORPORATION **CONSHOHOCKEN, PA.**

LPG Outlets . . .

Continued from page 78

H. B. Plt., 7am-6pm, P & M, Pro., B-P Mix, Min., Maj., *Phone CR 4-5852 or CR 4-4741*

Talladega, Automatic Gas Talladega Inc., 100 E. Coosa St., S. S., 7:30am-5pm, P & M, Pro., Butn., B-P Mix, Maj., *Phone EM 2-9037 or 2-9038*

Tarrant, Butane Gas, Inc., Pinson Ave., B. Plt., 8am-5pm, P & M., Pro., B-P Mix, Lube., Min., *Phone FA 4-3356*

Theodore, Blossman Gas, Inc., Hwy 90, B. Plt., S. S., 8am-5pm, P & M. Pro., Butn., B-P Mix, *Phone GReenwood 9-5581*

Tuscaloosa, Druid Butane Gas Co., Pine Park—off 2525 Broad St., B. Plt., 7:30 am-5pm, Sat. 7:30am-12noon, Clsd. Sun., Pump, Pro., B-P Mix, *Phone PLaza 8-3917*

Tuscaloosa, West Alabama Butane Gas Co., Greensboro Ave. at Jug Factory Rd.—US Hwy 82 S., Plt., 8am-5pm, Sat. 8am-12noon, Clsd. Sun., P & M, Pro., B-P Mix, *Phone PLaza 2-4551*

Arizona

Buckeye, Butane Corp., Hwy 80—just outside of Buckeye W., B. Plt., 8am-5pm, Sat. 8am-12noon, Clsd. Sun. & Hol., Pro., *Phone DUdley 6-4761*

Buckeye, Fannin's Gas Service of Buckeye, on US Hwy 80—¼ Mi. W. of Buckeye, B. Plt., 8am-5:30pm, Sat. 8am-1pm, Clsd. Sun. & Hol., P & M, Pro., Butn., B-P Mix, *Phone DU 6-4394*

Casa Grande, Butane Corp., Hwy 187—Cotton Wood Lane—N. of Casa Grande, B. Plt., 8am-5pm, Clsd. Sat. afternoon, Sun. & Hol., Pro., *Phone TEmple 6-7551*

Casa Grande, Fannin's Gas Service, 611 E. Main St.—1 block W. of intersection of Hwy 84 & E. Main, B. Plt., 8am-5:30pm, Sat. 8am-1pm, Clsd. Sun. & Hol., P & M, B-P Mix, *Phone TEmple 6-5392*

Chandler, Butane Corp., 1½ Mi. N. of Chandler on Hwy. 87, B. Plt., 8am-5pm, Sat. 8am-12noon, Clsd. Sun. & Hol., Pro., *Phone YOrktown 3-4221*

Elfrida, Amis Propane Inc., B. Plt., 8am-5pm, Pump, Pro., Butn., *Phone MIdway 2-2641*

Flagstaff, Northern Arizona Gas Service, Pine Springs Service, 1 Mi. W. on Hwy 66, S. S., 24 Hrs., P & M, Pro., Lube., Min., Maj., *Phone PRospect 4-6942* or *PRospect 4-4151*

Gila Bend, Suburban Gas Service of Gila Bend, ¼ Mi. S. of US Hwy 80, B. Plt., 8am-5pm, Sat. 8am-12pm, Clsd. Sun. & Hol., P & M., Pro., B-P Mix, *Phone 4241*

Glendale, Butane Corp., Mamie & Grand Ave.—Hwy 60-70-89—½ Mi. N.W. of Glendale, B. Plt., 8am-5pm, Sat. 8am-12noon, Clsd. Sun. & Hol., Pro., *Phone YEllowstone 7-9227*

Globe, Matlock Gas & Equipment Co., S.E. section of Globe, B. Plt., 8am-5:30pm, Clsd. Sun. & Hol., P & M, Pro., B-P Mix, *Phone GArfield 5-5521*

Holbrook, A & B Schuster Co., E. Hwy 66—3 Mi. E. of Holbrook, S. S., 7am-10pm, Pump, Pro., *Phone 4325*

Holbrook, A & B Schuster Co., N. Central—W. B., Plt., 8am-5pm, Clsd. Sun. & Hol., P & M, Pro., *Phone 70W or 80*

Holbrook, Padilla's Dixie Service, 2½ Mi. E. of Holbrook on US Hwy 66, S. S., 7am-11pm, P & M, Pro., *Phone 432 J*

Kingman, Mohave Butane Gas Service Inc., 3 Mi. E. of Kingman on Hwy 66, S. S., 24 Hrs., P & M, Pro. (winter), B-P Mix (summer), Lube., Min., *Phone Red 381*

Kingman, Mojave Butane Co., on Hwy 66—E. of city, B. Plt., 8am-5pm, Clsd. Sun. & Hol., P & M, Pro., B-P Mix, *Phone Blue 343*

Lowell, Butane Corp., ¼ Mi. S. of Lowell traffic circle, B. Plt., 8am-6pm, Sat. 8am-12noon, Clsd. Sun. & Hol., P & M, Pro., *Phone HEmlock 2-3291*

Parker, Fannin's Gas Service of Parker, on Hwy 72 in city, B. Plt., 8am-5pm, Sat. 8am-12pm, Clsd. Sun. & Hol., P & M, Pro., B-P Mix, *Phone MOhawk 9-2541*

Page, Petrolane of Arizona, B. Plt., 8am-5pm, Pump, Pro.

Phoenix, Fannin's Gas Service of Phoenix, 3111 Grand Ave., B. Plt., 8am-5pm, Sat. 8am-12noon, Clsd. Sun. & Hol., P & M.

Continued on page 83

BAUGHMAN BULK MATERIAL TRANSPORT BODY . . .

designed for

Cement, Salt, Sand, or any free flowing material

FOR ADDITIONAL INFORMATION

write for new illustrated bulk body catalog.

- **NEW 9" NON-CLOGGING AUGER.** Located at bottom of body. Unloads 1 to 2 tons per minute, depending on material.
- **COMPARTMENTED BODY.** Relieves weight of full load on conveyor. Compartment doors individually tripped as load empties.
- **SCIENTIFICALLY SLOPED SIDES.** Assure constant material feed to auger. For any dry, free-flowing, non-abrasive material.

BETTER SERVICE THROUGH BETTER ENGINEERING

SERVICE AND PARTS FROM 200 SERVICE BRANCHES

BAUGHMAN

BAUGHMAN MANUFACTURING COMPANY

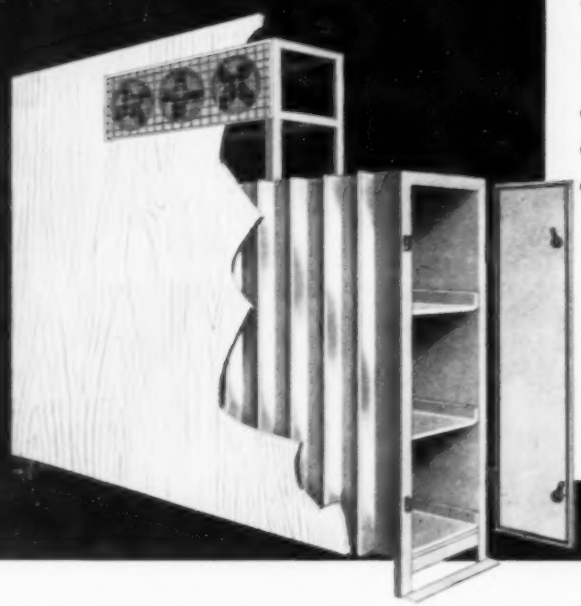
115 ARCH ST. • JERSEYVILLE, ILL.

In Transport Refrigeration

ECONO-COLD OFFERS YOU LOWER COSTS . . . BETTER CARGO PROTECTION

Econo-Cold

maintains uniform lading temperature within the range of −10°F. to 60°F. A patented product of Liquid Carbonic, ECONO-COLD is an easily installed automatic dry ice refrigerating unit.

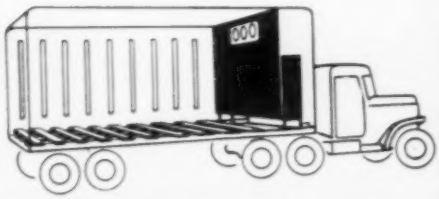


ECONO-COLD Saves You Money

- Lowest Initial Investment
- Lowest Maintenance Cost
- Lightest Weight . . . Longest Life

ECONO-COLD Provides Better Cargo Protection

- Constant Temperature Refrigerant
- Built-in Wrap-around Air Circulation
- Uniform Lading Temperature



At purchase, ECONO-COLD saves you 75% of the cost of a comparable size mechanical unit. Then . . . year after year . . . you are absolutely free of expensive repairs! Down-time is a thing of the past. There's nothing to wear out or break down. The only moving parts are three inexpensive fan motors. Even when not in use, there's no deterioration . . . it's always ready to go!

The unit is made of non-corrosive aluminum . . . outlives mechanical units 3 to 1 . . . weighs only 280 lbs. in the large size.

ECONO-COLD refrigerating capacity does not fall off in hot weather. Constant temperature refrigerant provides uniform cargo protection year-round. Wrap-around air circulation reaches all the cargo . . . eliminates hot spots along the floor and reduces spread between top and bottom.

Now every trucker can afford this lower cost automatic refrigerating unit. Remember: you can BUY an ECONO-COLD for the cost of OVERHAULING a mechanical unit. For original equipment or replacement, specify ECONO-COLD.

World's Largest Producer of

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Tell me how ECONO-COLD will save money for me, and prove how ECONO-COLD safeguards cargoes better.

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Company_____

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Five years of grueling road tests, over mountain roads, in desert heat and in city traffic . . . five years of continuous research in Chrysler laboratories . . . these stand behind this news announcement of major importance.

EXTRA SAFETY

announcing: nearly 100° of extra protection with new MoPar "Hi-Temp" Brake Fluid

Today's new MoPar "Hi-Temp" Heavy-Duty Brake Fluid stands up to heat nearly 100° higher than present specifications established by the Society of Automotive Engineers.

This "difference in degree" can make all the difference in safety, because the friction heat of braking can raise brake fluid to the boiling point —and bubbles in the lines can cause brake fading and failure. MoPar "Hi-Temp" means many extra degrees of assurance.

Order this entirely new kind of brake fluid from your MoPar wholesaler salesman or your Plymouth, Dodge, De Soto, Chrysler, Imperial or Dodge truck dealer now.

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It pays to use products you know and trust—MoPar Cyclebond Brake Linings, MoPar Brake Hose, Cyclebond Exchange Brake Shoe and Lining Sets. These are *official, authentic* Chrysler Corporation products, made to highest precision standards.

MoPAR
PARTS & ACCESSORIES

MoPar Division, Chrysler Motors Corporation
Detroit 31, Michigan

LPG Outlets . . .

Continued from page 80

Pro., B-P Mix, Min., *Phone APplegate 8-8511*

Phoenix, Parkway Service Station, 7445 S. Central Ave., S. S., 7am-9pm, P & M, Pro., Lube., *Phone BRoadway 6-0904*

Phoenix, Refiners All Fuels, 1101 N. 19th Ave., S. S., 24 Hrs., P & M, Pro., Lube., *Phone ALpine 8-9411*

Prescott, Fannin's Gas Service of Prescott, ¼ Mi. N. of Hwy 89 in N. central part of Prescott, B. Plt., 8am-5pm, Sat. 8am-12pm, Clsd. Sun. & Hol., P & M, Pro., *Phone 1482*

Safford, Fannin's Service & Supply Co., 1201 8th St.—turn S. to RR track on W. end of town, B. Plt., 8am-5:30pm, Clsd. Sun. & Hol., P & M, Pro., B-P Mix, Min., *Phone 460* or *1262*

Salome, Haydis Oil Co., on US Hwy 60-70—W. end of town, B. Plt., 8am-6pm, Clsd. Sun., Pump, Pro., *Phone 2352*

Show Low, A. B. Schuster Co., 1 Mi. S. of Show Low on Hwy. 173, B. Plt., 8am-6pm, Clsd. Sun. & Hol., P & M, Pro., *Phone 51R3*

Springerville, Valley Gas Co., Hwy 60-260-666, B. Plt., 5am-12pm, P & M, Pro., Lube., Min., *Phone 114*

Springerville, Valley Gas Co., Shell Station, S. S., 24 Hrs., P & M, Pro., Lube., Min., *Phone 114*

Tuscon, Butane Corp., 2800 S. 4th Ave., B. Plt., 8am-5pm, Sat. 8am-12noon, Clsd. Sun. & Hol., Pro., *Phone MAin 4-8646*

Wickenburg, Fannin's Gas Service 1 Mi. S.E. of Wickenburg on Hwys. 60-70-89, B. Plt., 8am-5pm, Clsd. Hol., P & M, Pro., B-P Fix, *Phone MUtual 4-2181*

Wilcox, Home Gas & Appliance Co., 1 block S. of US Hwy 86 on W. side of town, B. Plt., 7am-5pm, Clsd. Sat., Sun. & Hol., P & M, Pro., B-P Mix, *Phone DUdley 4-2292*

Wellton, Tate & Hobart Gas & Equipment Co., off of Hwy 80 on old Hwy in Wellton, B. Plt., 8am-5pm, Sat. 8am-12noon, Clsd. Sun. & Hol., Pro., *Phone STorey 5-4451*

Wellton, Wellton Truck Station, Hwy 80—S.W. side of Wellton, S. S., 24 Hrs., P & M, Pro., Lube.

Yuma, Golden Signal Service, Hwy 80 &

Continued on page 88

WAIT 'TILL YOU HEAR THIS!

New 'TRAFFIC MASTER' AIR HORN

AIR HORNS Hadley MFG·CO TOLEDO OHIO

Write or Wire for your advance horn. Will send you one on memorandum (rated firms).

Pull the lanyard . . . I-i-s-t-e-n! Here's America's newest, most powerful air horn. It's a beauty, too! A giant 34 INCHES OF GLISTENING CHROME PLATED BRASS! 7 inch sound-crafted bell. Rustproof, silver-satin polished anodized aluminum base.

Designed by famous designer, Alexis de Sakhnoffsky

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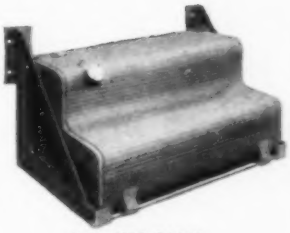
"Fill it up! at home..."

Snyder Safety Tanks have been proved over millions of miles on America's highways. That is why Fleet Owners who plan for profit, safety and reduced maintenance costs have enthusiastically endorsed Snyder Safety products.

All Snyder Safety equipment is designed to fit the most exacting needs and engineered for long life. The Snyder Safety Tanks are passed by rigid Underwriters Laboratories, Inc. inspection and are manufactured to conform to the specifications of the Bureau of Motor Carriers of the I.C.C.

Underwriters Laboratories, Inc. INSPECTED



FULL STEP TANK
Capacity 30 to 70 Gallons

SADDLE TANK
Capacity 90 to 145 Gallons

TANK AND TOOL BOX UNIT
Capacity 74 to 144 Gallons

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Experience proves dependability — and the experience records of fleet owners, everywhere, are the basis of Zollner Piston popularity. Today, as for many years, Zollner Pistons are the dominant choice of most engine builders and most fleet operators. For replacement as well as original equipment, Zollner Pistons are specifically tailored to individual engine requirements. You can always be sure of highest engine performance and lowest maintenance cost when you specify Zollner for every piston job.

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F. Wills, road builder, writes to Diamond T

Gentlemen:

I am the proud owner of four Diamond T dump trucks, Model 730, XL450 motor, dual drive built up to Diamond T specifications. The Model 730 truck does a fine job in the field on heavy construction. Our net payload is 13½ ton, legal weight on the highway.

The low under-drive gear is ideal for soft spongy jobs, such as new road work during the wet winter months.

These trucks are geared for top speed of 50 miles per hour and some of my drivers who have been with me for ten years or more, say this is the finest gas rig we have ever had in the yard. To date we have put better than 30,000 miles on two of these trucks and have never had them in the shop except for points and plugs. We service our trucks regularly as we feel that regular servicing is half the life of equipment.

At present I have fifteen or twenty pieces of equipment of other makes but if the price stays right it will be Diamond T for me from now on.

F. WILLS, *President*, F. WILLS CORPORATION
Antioch, California

Thank you, Mr. Wills. The price will always be right!

Maybe you'd like performance like Mr. Wills gets. See your Diamond T dealer.

DIAMOND T TRUCKS

DIAMOND T MOTOR TRUCK COMPANY, CHICAGO, DIVISION OF THE WHITE MOTOR COMPANY

The Diamond is for Quality

Diamond T Truck President Z.C.R. Hansen says:

"Here's why we recommend Kent-Moore tools for factory-approved service"

"Customer satisfaction—satisfaction with the Diamond T Truck and with the service that our dealers provide—is of utmost importance to the Diamond T Organization. We have entered into a cooperative tool program to help our dealers give their customers the best in truck service.

"Kent-Moore tool designers work closely with our own engineers to develop special tools for those maintenance operations which standard tools just can't perform efficiently. These special tools make it possible to reduce vehicle down time for repairs and to improve the quality of workmanship. A better job, done to factory standards, in minimum time, can be achieved with efficient utilization of special tools.

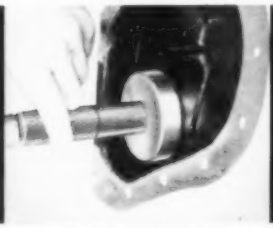
"Thus, to help Diamond T customers enjoy better heavy duty truck service, we are recommending Kent-Moore special service tools to our dealers and promoting their use in service operations. We also endorse the cost-saving potential of these 'Rate-Maker' special service tools to our fleet owners and operators."

Write to Kent-Moore concerning service problems on all vehicles and diesel engines.

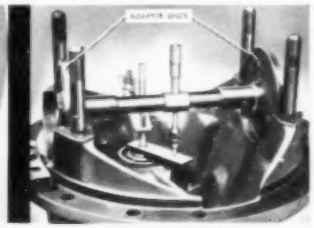
KENT-MOORE ORGANIZATION, INC.
28635 MOUND ROAD, WARREN, MICHIGAN
58-F1 ENGINEERS AND MANUFACTURERS OF SERVICE TOOLS AND EQUIPMENT

TIMING GEAR COVER ALIGNING GAUGE

CRANKSHAFT GEAR REPLACER



TIMING GEAR COVER OIL SEAL REPLACER

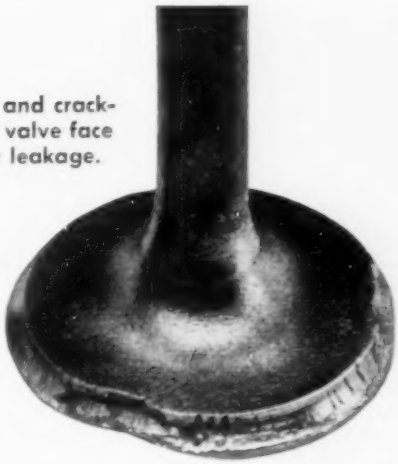


PINION SETTING GAUGE SET

PRECISION TOOLS FOR EVERY SERVICE NEED: The tools shown above are typical of the more than 400 tools, gauges and other special service equipment for Diamond T Trucks.

Eaton Valves are Solving Problems Like These—

1. Broken valve due to overstressing.



2. Corrosion and cracking of the valve face caused by leakage.

3. Corrosion of the valve face due to sticking caused by stem and guide deposits.

4. Actual melting of valve material due to extremely high temperatures caused by preignition.

If you are having valve troubles, why not discuss them with Eaton Valve Division engineers. They will be glad to work with you in diagnosing the causes of failure, and in developing valves to meet the particular requirements of your engines and the kind of operation in which they are used. In hundreds of cases, Eaton engineers have been successful in suggesting measures which have corrected the most stubborn valve train problems. A study of your problem with complete technical report involves no obligation.

Write, wire, or phone.

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SUPER-ALLOY VALVES

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EATON — VALVE DIVISION — MANUFACTURING COMPANY

9771 FRENCH ROAD • DETROIT 13, MICHIGAN

LPG Outlets . . .

Continued from page 83

Airbase Rd., S. S., 24 Hrs., P & M, Pro., Lube.

Yuma, Imperial Gas Co., 1301 3rd Ave., B. Plt., 8am-5pm, Clsd. Sun. & Hol., Pump, Pro., *Phone SUnset 3-7351*

Yuma, Suburban Gas Service of Yuma, 1 Mi. E. of Yuma on Hwy. 80, B. Plt., 8am-5pm, Sat. 8am-12pm, Clsd. Sun. & Hol., P & M, Pro., B-P Mix, *Phone SUnset 3-5261*

Yuma, Tate & Hobart Gas & Equipment Co., 455 W. 24th St., B. Plt., 8am-5pm, Sat. 8am-12noon, Clsd. Sun. & Hol., Pro., *Phone SUnset 3-7042*

Yuma, Ted's Truck Center, 7 Mi. E. of Yuma on Hwy 80, S. S., 24 Hrs., P & M, Butn., Lube., Min., *Phone SU 3-9650*

Yuma, Yuma Truck Stop, US Hwy 80—1 Mi. E. of Yuma, S. S., 24 Hrs., P & M, Pro., Lube., Min.

Arkansas

Altheimer, Martin Bros. Gas Co. Inc., B. Plt, 7am-6pm, P & M, Pro., B-P Mix, *Phone PO 6-2211*

Ashdown, K&L Butane, Intersection Hwys. US 71 & State 32, S. S., 7am-6pm, P & M, Pro., B-P Mix, *Phone TW 8-3391 Aft. Hrs. & Sun. TW 8-3380*

Batesville, Tripp Gas Company, in city on S. Hwy. 69, 160 Boswell St., S. S., 7am-6pm, Clsd. Sun. & Hol., P & M, Pro., Lube., Min., *Phone 731*

Bentonville, Stanleys 66 Truck Stop, Rt. 4 9 Mi. N. to Mo.-Ark. St. Line on Hwy. 100, S. S., 24 Hrs., P & M, Pro., *Phone 514-M4*

Blytheville, Blytheville Propane Co. Inc., Hwy. 61 N., B. Plt., 8am-5pm, Clsd. Sun., P & M, Pro., *Phone POplar 2-2061*

Blytheville, C & G Gas Co., 310 S. Elm St., B. Plt., 7am-5pm, Clsd. Sun., Pump, Pro., Butn., B-P Mix, *Phone POplar 3-4595*

Blytheville, Scotty's Service Station, 6 Mi. N. of Blytheville on Mo-Ark State Line on Hwy. 61, S. S., 24 Hrs., P & M, Pro., Lube., *Phone OS 3-8352*

Blytheville, Simpson State Line Truck Stop, at Ark.-Mo. State Line above Blytheville, on Hwy. 61, S. S., 24 Hrs., P & M, Pro., Lube., Min., *Phone OSborne 3-9937*

Booneville, Arkansas Liquefied Gas Co. Inc., 117-119 W. Main St. State Hwy. 10, B. Plt., 7am-5pm, Clsd. Sun. & Hol., Pump, Pro., *Phone 212*

Booneville, Grissom Propane Co. Inc., 1 Mi. N. on Hwy. 23 from Booneville, B. Plt., 7am-6pm, Pump, Pro., B-P Mix, *Phone 207 or 6391*

Camden, Dan's D-X Service Station, on Hwy. 79, S. S., 7am-6pm, P & M, Pro., Butn., B-P Mix, Lube., Min.

Camden, 79 Truck Stop, 2 Mi. W. on Hwy. 79, S. S., 24 Hrs., P & M, Pro., Lube., Min., *Phone TEmple 6-5793*

Cave Springs, Shores Hdwe. & Gas Service, State Hwy. 112, B. Plt., 24 Hrs., P & M, Pro., B-P Mix, *Phone ADam 5-2363 or 5-2023*

Clarksville, Peach Valley Gas Co., 63 Mi. E. of Fort Smith on Hwy. US 64, B. Plt., 24 Hrs., P & M, Pro., Butn., B-P Mix, *Phone PLeasant 4-2681 or PLeasant 4-2587*

Clinton, Clinton Zero Gas Co., 2 blocks W. of Hwy. US 65 on Main St., S. S., 7am-6pm, P & M, Pro., Butn., B-P Mix, *Phone PI 5-3105* or *PI 5-4166*

Conway, Moore's Butane Co., US Hwy. 65, 2 Mi. S., B. Plt., 7am-5pm, Clsd. Sun. & Hol., P & M, Pro., B-P Mix, *Phone 876* or *939-W*

Crossett, Crossett Zero Gas Co., Hwy. 82 E. 1½ Mi., B. Plt., 6am-6pm, P & M, B-P Mix, *Phone 4-3422*

Danville, Arkansas Liquefied Gas Co. Inc., State Hwy. 10, 200 E. Walnut St., B. Plt., 7am-5pm, Clsd. Sun. & Hol., Pump, Pro., *Phone 199*

Dardanelle, Osburn & Son Co., B. Plt., 7am-6pm, Clsd. Sun., Pump, Pro., Butn., *Phone 199*

Demitt, Grisham Butane Gas Co., on Hwy. 35, B. Plt., 7am-6pm, Pump, Pro., B-P, Mix, *Phone FA 4-4511*

De Owen, Bakers Bell Service Station, 1 block E. Jct. 70-71, S. S., 24 Hrs., P & M, B-P Mix, Lube., Min., *Phone 638*

De Witt, Arkansas Butane, Inc., 523 S. Jefferson St., Hwy. 1, B. Plt., S. S., 6am-6pm, P & M, Pro., Butn., B-P Mix, Lube., Min., *Phone WHitney 6-4949*

El Dorado, Butane Carburetion & Sply.

Continued on page 92

ask us about
TRANSPORT
REFRIGERATION

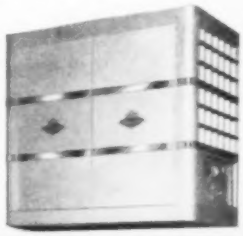
we're SPECIALISTS in the protection of perishables!

If you operate refrigerated trucks or trailers, COLDMOBILE is the logical source for answers to all your questions. Just tell us what you're going to haul . . . how and where. We'll recommend the type of unit that's best for your needs, and the size you should have for sustained satisfaction without costly over-powering. What's more, we'll supply you with complete information on COLDMOBILE's most recent achievements in trouble-free, weight-saving, compact equipment—the talk of the entire industry.

YOU'LL CUT COSTS WITH COLDMOBILE

COLDMOBILE's impressive record in the pioneering and perfection of transport refrigeration, both for city deliveries and over-the-road, is your assurance of top technical knowhow in prompt, personal co-operation that's now yours just for the asking. Phone or write today. COLDMOBILE can help you cut costs.

Model TN-320 COLDMOBILE "Cross Country," an unusually clean-cut and simplified design for semi-trailer application. This is but one of the many new COLDMOBILE units with the new look and new features throughout.



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Through Modern, High-Capacity Trailer Design!

This extra 5,000 pounds of Lilly medicinals is handled by one of Security Cartage's 40-foot Fruehauf Volume☆Vans

A 40' corrugated steel Fruehauf Volume☆Van operated by Security Cartage Company of Fort Wayne, Indiana, leaves the loading dock of an Eli Lilly and Company plant in Indianapolis.

Trailer-loads of Polio Vaccine and other Eli Lilly Company medicinal products are up to 5,000 pounds larger now, since the introduction of 40-foot Fruehauf Volume☆Vans into Lilly's shipping operation by Security Cartage. Both shipper and carrier benefit by this 14.3% payload increase.

The advanced shipping methods illustrated so factually here are representative of a significant transportation revolution that is gradually occuring on all the nation's shipping docks. Ten years ago, the 32-foot Trailer was a national standard. Three years ago, 35-foot Volume☆Vans, with which Security has also moved many Lilly products, were pioneered by Fruehauf and used by progressive carriers for greater shipping efficiency. Payloads jumped 35% on the average. Now the trend to the 40-foot Volume☆Van is growing—another step toward the highest level of freight efficiency in the history of American industry.

All the benefits that this trend brings are available now to you through Fruehauf Volume☆Vans.

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For Forty-Four Years — More Fruehauf Trailers on the Road Than Any Other Make!

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COMPANY _____

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MAC'S HOPPING MAD

an ordinary tire let him down

but PETE'S SITTING PRETTY with

U.S. ROYAL TRUCK TIRES

fleet-proved against road delays!

Ask the big fleets . . . Cooper-Jarrett, Denver-Chicago, Watson Bros., for instance. Their records prove—beyond any question—that using U.S. Royals cuts down costly road delays, steps up on-time arrivals!

These great new 1958 tires are built with engineering advances competition just doesn't have. Advances like DOUBLE-STRENGTH NYLON, twice as strong as any other cord . . . SAFETY STEEL SHIELD®, invulnerable to tread cuts and ruptures.

Test a set of new U. S. Royals—call your U. S. Royal Dealer. And be sure to specify these fleet-proved tires on the next new equipment you buy!

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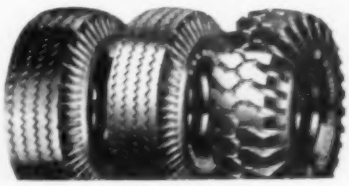
U. S. ROYAL FLEETWAY®—favorite for all-around highway performance

U. S. ROYAL Super FLEETWAY—extra tread for long-distance runs at lowest per-mile cost

U. S. ROYAL FLEETMASTER®—extra mileage *plus* extra traction—full premium tread depth



United States Rubber

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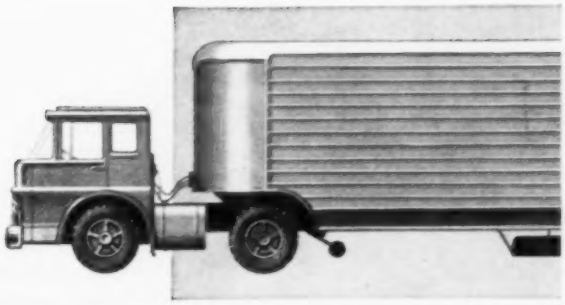
In Canada: Dominion Rubber Co., Ltd.

Standard Oil research

develops new motor oil formula,

gives more heavy-duty protection



NEW STANOLUBE

prevents

bronze wrist-pin bushing corrosion

in

severe service

Researchers at Standard Oil have developed new formulas for STANOLUBE Motor Oils. These new motor oils now eliminate corrosion of bronze wrist-pin bushings. This is another example of how research keeps STANOLUBE Motor Oils ahead of the demands imposed on lube oils by the newer, higher horsepower engines.

Laboratory and field tests prove that new STANOLUBE Motor Oils have superior resistance to deterioration caused by bronze and other copper alloys. They retain their ability to protect against oxidation and wear. They also protect against both ring sticking and cam follower wear.

Give your equipment this extra protection. Get the facts about STANOLUBE Motor Oils from your Standard Oil automotive lubrication specialist. There's one near you in any of the 15 Midwest or Rocky Mountain states. Or write **Standard Oil Company (Indiana), 910 South Michigan Ave., Chicago 80, Illinois.**

You expect more from STANDARD and get it!

LPG Outlets . . .

Continued from page 88

Co., 1432 E. Hillsboro St., S. S., 7am-6pm, P & M, Pro., Butn., B-P Mix, Lube., Min., on call 24 Hrs., *Phone UNion 3-3301*

El Dorado, Butane Gas Incorporated, 1517 N. West Ave., Hwys. 167 & 7, B. Plt., 8am-7pm, P & M, Pro., Butn., B-P Mix, *Phone UNion 2-1328*

England, Henderson Butane Co., S. S., 24 Hrs., P & M, Pro., B-P Mix, Min., *VIctoria 2-2401*

Fayetteville, Cy Carney Appl. Co., State Hwy. 71, 1 Mi., B. Plt., 8am-5pm, P & M, Pro., B-P Mix, Min., *Phone HI 2-5345*

Fisher, Wixson Bros. Equip. Co. Inc., State Hwy. 39, B. Plt., 7am-6pm, Clsd. Sun., Pump, Pro., Butn., B-P Mix, Lube., Min., Maj., *Phone GYpsy 8-2251*

Fordyce, Boyd Hawkins Skelly Service, Hwy. 167 & 79, S. S., 7am-6pm, P & M, Pro., Butn., B-P Mix, Lube., Min.

Fordyce, Martin Bros. Gas Co. Inc., B. Plt., 7am-6pm, P & M, Pro., B-P Mix, *Phone 774*

Fort Smith, Bill Kelly's A & H Service Station, 38 Mi. E. of Fort Smith on US 64, S. S., 24 Hrs., P & M, B-P Mix, Lube., Min., *Phone Morris 7-3301 or Morris 7-3854*

Fort Smith, Stone Hill Truck Stop, 21 Mi. E. of Fort Smith on State Hwy. 22, S. S., 24 Hrs., P & M, B-P Mix, Lube., Min.

Harrison, K & K Butane Co., 3 blocks E. of US Hwy. 65 from city square, B. Plt., 7am-5pm, Clsd. Sun. & Hol., P & M, Pro., Butn., B-P Mix, *Phone 124*

Harrison, Young's Butane Gas Co., 425 E. Stephenson, B. Plt., 8am-5pm, Clsd. Sun., P & M, Pro., B-P Mix, *Phone 495*

Heber Springs, Heber Springs Butane Co., State Hwy. 25 State Hwys. 16 & 5, 1 block W. of Hwy. 16 & 25, B. Plt., 7am-5pm, Pump, Pro., Butn., B-P Mix, *Phone 2-2618 Aft. Hrs. 2-2672, 2-2768 or 2-2759*

Helena, Delta Butane Gas & Fertilizer Co., 605 Walnut St., B. Plt., 7am-6pm, P & M, Pro., Butn., B-P Mix, Lube., Min., *Phone HI 4-6600*

Jonesboro, C & G Oil Co., Hwy. 39 S. 10 Mi. S. of Jonesboro, B. Plt., 6am-8pm, Clsd. Sun., Pump, Pro., *Phone WE 2-8758*

Jonesboro, Jonesboro Butane Gas Co., Hwy. 1 N. 10 hundred block of Johnson Ave., B. Plt., 7am-5pm, Clsd. Sun., P & M, Pro., Butn., Min., *Phone 2-2432 or 5-5031*

Jonesboro, Turners D-X Service Station, Matthews & Gee St., on Hwy. 63 & 18 W. side of town, S. S., 24 Hrs., P & M, Pro., Lube., Min., *Phone WE 2-8911*

Lake Village, M. L. (Red) Davis Truck Stop, Hwy. 82 at Mississippi River Bridge, S. S., P & M, Pro., Butn., B-P Mix, Lube., Min.

Leachville, Wheeler Propane Co., S. S., 7am-6pm, Clsd. Sun., Pump, Pro., *Phone 56*

Leslie, Searcy County Gas Co., edge of Leslie on US Hwy. 65, B. Plt., 6am-6pm, Clsd. Sun., Pump, Pro., Butn., *Phone 221*

Lewisville, Clary Butane Service, Hwy 82 1 block W. of Hwy. 29, S. S., 24 Hrs., P & M, Pro., B-P Mix, Lube., Min., Maj., *Phone 144* or *110*

Malvern, French Butane Gas Co., 121 Main St., B. Plt., 7am-5pm, Clsd. Sun., P & M, Pro., Butn., B-P Mix, *Phone 343*

McCrory, Economy Gas Co. Inc., Hwy. 64 Hwy. 37 Alternate Hwy. 17, S. S., 6am-9pm, Pump, Pro., Butn., Lube., Min., *Phone 3031*

Mena, Carver Butane Service, Hwy. 71 S. of Mena in city limits, S. S., 8am-6pm, Clsd. Sun., P & M, Pro., B-P Mix, Min., *Phone 162*

Mountain Home, Kent Butane Gas, 302 S. Main St., B. Plt., S. S., 8am-5pm, P & M, Pro., B-P Mix, Min., 24 Hr. call *Phone 167*

Newport, George Hopps, Morris St., B. Plt., 7am-6pm, Clsd. Sun., Pump, Pro., *Phone 1191*

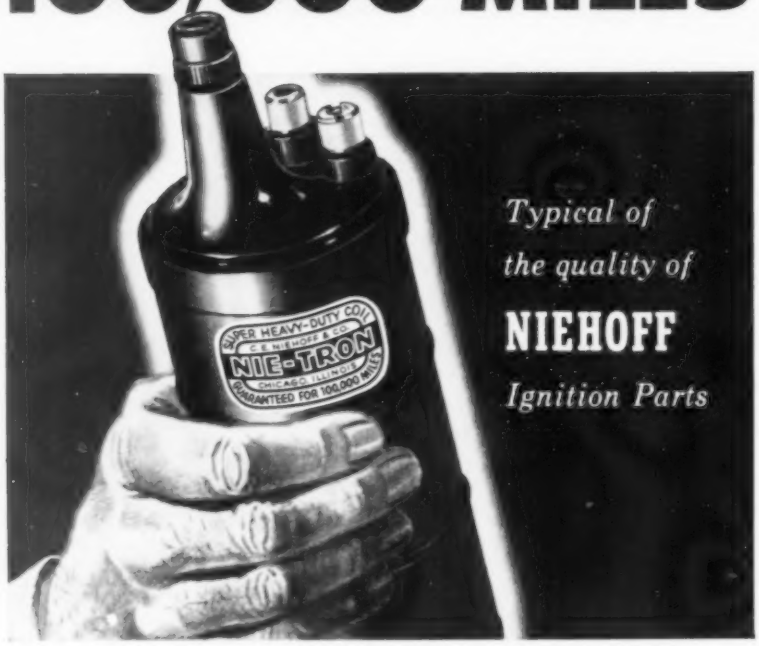
Newport, White River Propane Gas Co. Inc., 1 Mi. N. of Newport on US Hwy. 67, S. S., 24 Hrs., P & M, Pro., Butn., B-P Mix, Lube., Min., *Phone 534*

Newport, Wixson Bros. Eqpt. Co. Inc., 1 Mi. N. of town on US 67, B. Plt., 7am-6pm, Clsd. Sun., P & M, Pro., Butn., B-P Mix, Lube., Min., Maj., *Phone 571*

North Little Rock, Arkansas Butane Co.,

Continued on page 98

GUARANTEED 100,000 MILES



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Look what's printed right on the label of the Super-Heavy-Duty NIE-TRON Ignition Coil. Guaranteed 100,000 MILES—actually 96,000 more miles' guarantee than most new cars can offer! Another good reason why Niehoff products mean top performance on the road—more road-time, less down-time. Call your jobber today and find out how the complete line of Niehoff automotive products can pay off for you.

Main office and factory, 4925 Lawrence Ave., Chicago, Ill. Warehouses: 250 W. 54th St., New York 19, N. Y.; 1800 Fairmount Ave., Philadelphia, Pa.; 254 Brighton Ave., Boston 34, Mass.; 2715 Main St., Dallas, Texas. Branch 1330 W. Olympic Blvd., Los Angeles 15, Calif.

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Speed-Sand

SYNTHETIC PRIMER SURFACER

Helps You Turn Out Jobs Better and Faster!

- Gives you a straight synthetic system for spraying enamel jobs on passenger cars, trucks and buses.
- Fills as it primes, covering surface imperfections and file marks.
- Dries through to an even, smooth finish in half the time . . . Jobs can be sanded in two or three hours quickly and easily without sand scratches.
- Provides firm bond between metal surfaces and finish coat on steel and aluminium.
- Does not lift old enamel surfaces.
- Has outstanding color hold-out . . . Finish coats dry with beautiful even gloss on its smooth, level surface.
- New SPEED-SAND also makes a good non-sanding primer. Just spray one full wet coat, let dry for half an hour, then apply enamel color coat.
- SPEED-SAND is available in White DPS-8, Gray DPS-30, Cream DPS-80, and Red Oxide DPS-70.

You'll find you can reduce time and labor costs with the new SPEED-SAND Synthetic Primer Surfacer. Try it on your next refinishing job.

Ditzler Color Div., Pittsburgh Plate Glass Company, Detroit 4, Mich.

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The sintered copper alloy bearings that were designed for Heavy-Duty Operation!

Each dustlike particle of this metal powder is a perfectly proportioned alloy of copper and lead—and it is the exclusive, patented process for producing this powder that made possible today's mileage-building Fm heavy-duty bearings. The copper alloy is sintered to the steel bearing back and a brass barrier adds stability to the lining. Lead-tin overplating assures smooth "break in" and a pure tin flash plating gives corrosion resistance. These are the mileage builders that are first choice of the nation's fleets! Ask your Federal-Mogul Jobber!

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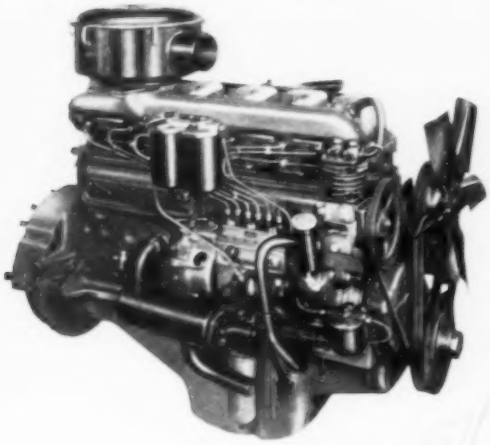
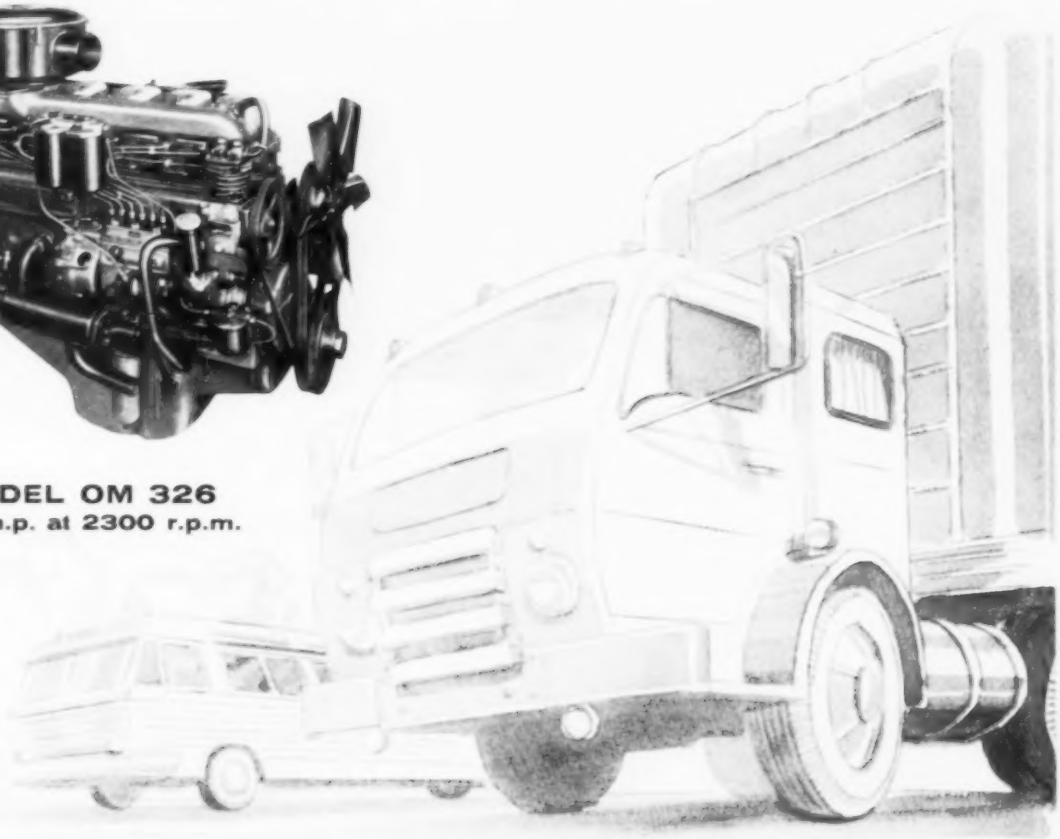
In all types of over-the-road operations, Mercedes-Benz diesel engines make possible lower operating costs, increased payload capacities, superior road performance and far less off-the-road time for servicing and repairs . . . Because of their ultra-modern design, Mercedes-Benz diesels deliver more horsepower per pound of weight—keep cargos rolling at minimum cost . . . You get economical fuel consumption, quiet operation and smokeless combustion, along with an unusually long operating life . . . To the man behind the wheel, Mercedes-Benz means power 'plus' to meet his every need. If you demand the very best —specify a Mercedes-Benz diesel . . . Models available to meet your requirements.



MODEL OM 326
220 h.p. at 2300 r.p.m.



Other Mercedes-Benz diesels available in 12 and 20 cylinders, Turbo and Supercharged, up to 3000 h.p.

UTICA DIVISION
CURTISS-WRIGHT
CORPORATION • UTICA, MICHIGAN

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NO.1 FOR CITY

What makes the GMC DF860 a Standout Money-Maker?

• Famed 6-71SE *two-cycle* Diesel engine • New fuel-saving 60E injectors • New Economy-Range Governor • Spacesaving 72-inch cab • New Hydraulic Power Steering*

**Optional at extra cost*

■ ■ ■

STREETS

America's leading lines team GMC Diesel haulers with GMC terminal trucks — top profit-making combination in the industry

IT'S THE hottest hauling combination anywhere today: GMC's famed DF860 for over-the-road work—teamed with the long-popular F370 for local cartage duties.

The proof is ample: The DF860 Diesel is again and again first choice of top lines like Cooper-Jarrett and Jack Cole Co.—reordering on the basis of their own experiences with this very model. This popularity is spreading, too—continually attracting new and famous names like Interstate Dispatch of Chicago.

In numerous cases, these big-name truck lines are also F370 fans. Boston's Terminal Cartage Corp., delivery subsidiary of 6 lines, is one of the newest. And this choice is solidly confirmed by fleet owners whose operation is almost 100% city stop-and-go—Pepsi-Cola Bottling Company of Tampa and P. Ballantine & Sons of New York, to mention several.

For long hauls and short hauls alike, they want GMC's standout economy. And the DF860 Diesel gives them just that—with economy-range-governed power that delivers top legal speeds with standout fuel mileage. The F370 is a real saver, too—thanks to its superlative power train that teams an ideal engine-transmission-axle combination for amazingly low-cost performance.

So—take your choice: The new "economy-engineered" DF860. The thrifty F370 city delivery specialist. Or a moneysaving combination of both. Reason aplenty you should see your GMC dealer!

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What makes the GMC F370 a Standout Money-Maker?

• Thrifty 140-h.p. Six or 200-h.p. V8 • Choice of timesaving, moneysaving Allison Torqmatic* or smooth-shifting Synchro-Mesh transmissions • Spacesaving 89-inch cab to accommodate 16-foot van • Short-turning radius for easy parking and traffic work • New Hydraulic Power Steering* • Lower price tag than competitive trucks!

**Optional at extra cost*

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½ TO 45 TONS

LPG Outlets . . .

Continued from page 92

316 N. Cedar St. (corner is at 900 E. Broadway on US Hwy. 67E), B. Plt., 8am-5pm, Clsd. Sun., Pump, Pro., B-P Mix, *Phone FR 2-4671*

North Little Rock, Central Butane Gas Co. Inc., 4th & Smouthers St., 14 blocks E. of N. Little Rock Main St. on Hwy. 70 & 67E 1 block N., B. Plt., 8am-5pm. Clsd. Sun., P & M, Pro., Butn., B-P Mix, Min., *Phone FR 5-9176*

Ozark, Peach Valley Gas Co., 38 Mi. E. of Fort Smith on US Hwy. 64, B. Plt., S. S., 7am-6pm, P & M, Pro., Butn., B-P Mix, Lube., Min., 24 Hr. call *Phone Morris 7-4081 or Morris 7-7142*

Paragould, Arkansas Butane & Gas Co., 225 Lake ½ block off the Main St., on N. Pruett St., B. Plt., 7:30am-5pm, P & M, Pro., B-P Mix, *Phone CEdar 6-4317*

Paragould, Industrial Farm Home Gas Co., Mill St., B. Plt., 8am-5pm, Clsd. Sun. & Hol., P & M, Pro., B-P Mix, Min., *Phone CD 6-2531*

USERS LIKE Sure-Tite®

Handiest and Speediest Stainless Steel Hose Clamps

COLLARED SCREW HEAD
Gives positive turning.
Prevents screw driver slippage.

DEEP-SLOTTED SCREW HEAD
Speeds up installation.
Does not limit size of screw driver.

...loaded with PLUS FEATURES

- ★ Patented one-piece housing *spot-welded* to band . . . fused for greater strength.
- ★ Housing recessed in band . . . assures uniform clamping pressure.
- ★ Patented contour serrations . . . guarantee efficient gear action.
- ★ Narrower, but heavier, band for greater flexibility and leakproof sealing.
- ★ Stainless steel band, housing with hardened cadmium-plated screw.
- ★ Clamp is detachable and "re-attachable."

SURE-TITE was designed and is made by Wittek, specialists in many types of hose clamps for over 30 years . . . producing millions of clamps annually for automotive and aircraft manufacturers and other industries who demand and get superior engineering, design features, highest-quality materials, unequalled workmanship and unparalleled performance for leakproof hose connections.

Write for Complete Information

8310

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Bruce T. Brantley, Gen. Mgr.
American National Bank Bldg.
Jacksonville 7, Florida
21 Men Traveled—Kentucky, Tennessee, Alabama, Georgia, West Virginia, Virginia, North Carolina, South Carolina, Florida, Mississippi

McClintock Sales, Inc.
Sidney M. McClintock
2631 Commerce Street
Dallas, Texas
4 Men Traveled—Texas, Oklahoma, Arkansas, Louisiana

WITTEK MANUFACTURING CO • 4341 W. 24th Place • Chicago 23, Illinois

Perryville, Nimrod LP Gas Co., Jct. Hwy. 9 & 10, S. S., 5am-8pm, Pump, Pro., Lube., *Phone 95*

Pine Bluff, George Riley's Butane Propane Gas Co., US Hwy. 65 N. 1½ Mi. from city limits, S. S., 7:30am-5:30pm, P & M, Pro., Butn., B-P Mix, *Phone JE 4-8163 Aft. Hrs. JE 4-9170 or JE 4-2620*

Pocahontas, DeClerk & DeClerk, US Hwy. 67, B. Plt., S. S., 7am-6pm, P & M, Pro., Butn., B-P Mix, *Phone 2-5274, 2-3647, 2-3532* or *2-3601*

Rison, Martin Bros. Gas Co., Inc., B. Plt., P & M, Pro., B-P Mix, on call 24 Hrs. *Phone 140*

Russellville, Tri-County Gas & Appl. Co., 1 Mi. S. ⅛ Mi. E. off State 7, B. Plt., 24 Hrs., Pump, Pro., B-P Mix, *Phone 149* or *296*

Searcy, Carmichael LP-Gas Co., S. 1st St., B. Plt., 7am-5pm, Clsd. Sun & Hol., P & M, Pro., *Phone 346*

Springdale, L-P Gas & Eqpt. Co., S. of Springdale on Hwy. 71, S. S., 6am-12M, P & M, Pro., Lube., Min., *Phone 19964*

Star City, Martin Bros. Gas Co. Inc., B. Plt., 7am-6pm, P & M, Pro., B-P Mix, *Phone 140*

Swifton, Lewis Hudgens Gulf Service Station, Hwy. 67 in city, S. S., 6am-11pm, P & M, Pro., Lube., Min., *Phone 9241*

Trumann, Long Star Propane Co., Hwy. 63, B. Plt., 7am-6pm, Clsd. Sun., Pump, Pro., *Phone 240*

Tuckerman, Delta LP Gas Co., B. Plt., 7am-6pm, Clsd. Sun. & Hol., P & M, Pro., B-P Mix, *Phone 127*

Waldron, Jack Plemmons Butane Gas Co., US Hwy. 71, B. Plt., S. S., 24 Hrs., P & M, Pro., Butn., B-P Mix, Lube., Min., *Phone MErcury 7-3201, 7-9741* or *7-3524*

Waldron, Waldron Butane Co., Hwy. 80, B. Plt., 7am-5pm, P & M, Pro., B-P Mix, Min., *Phone MErcury 7-6541 Aft. Hrs. ME 7-6731* or *ME 7-6281*

West Memphis, Warden's L-P Gas Service, 2 blocks N. of Hwy. 70 where RR crosses Hwy. in W. Memphis, B. Plt., 7am-5pm, Clsd. Sun., Pump, Pro., B-P Mix, *Phone RE 5-2610*

Yellville, Kent Butane Co., N. W. corner of Square in Yellville, 8am-5pm, Clsd. Sun., Pump, Pro., Butn., *Phone 2911*

California

Adelanto, Metro Gas Service, ¾ Mi. E. of Hwy. 395—corner Adelanto Rd. & Brockman Ave., B. Plt., 8am-5pm, Sat. 8am-12noon, Clsd. Sun., P & M, Pro., *Phone VIctorville 6-2491*

Agoura, American Butane Co., Agoura Rd., B. Plt., 8am-5pm, Pump, Pro., *Phone STate 5-5803*

Altaville, Butane Gas Service, Hwy. 49—1 Mi. N. of Altaville, B. Plt., 8am-5pm, P & M, Pro., B-P Mix, *Phone RE 6-2243 or RE 6-2654*

Alturas, Alturas Propane Co., 1129 12th St., B. Plt., S. S. 24 Hrs., P & M, Pro., *Phone 6701 or 7071*

Anaheim, Horn, Inc., 1251 N. Palm—city

Continued on page 104

One C.O.E. Tractor—Bought With **EXTRA PROFITS** from Dayton Thorobred Tires

You're not dreaming . . . just *16* tandem rigs can haul enough *extra* revenue producing payload in one year to pay for that new tractor —approximately $8500. You can IF you equip your rigs NOW with Dayton Thorobred Tires.*

It's true, because lighter, stronger Dayton Thorobreds save *so much* weight for extra payload. You can actually haul an average of 241 pounds extra payload on each of your tandem trailers.

In addition to making every haul produce more revenue, Dayton Thorobreds show up another place in your profit picture. They reduce your cost per mile.

Deep, tough, specially compounded tread gives outstanding original mileage. Best of all, the super-strength Dayton carcass stands up for recap after recap.

Special Super Cordura Construction makes the rugged Dayton carcass so tremendously strong that it allows excess heat-producing bulk to be eliminated. Less tire-destroying heat gives Dayton tires extra recappability.

Order Dayton Thorobred Tires for your fleet today. And when you order that new tractor or any new equipment, be sure you specify Dayton Thorobred Tires.

*Figures will be sent on request. Write The Dayton Rubber Co., Tire Div., Dayton 1, Ohio.

A Complete Line of Truck and Passenger Car Tires in Nylon, Super Cordura, and Rayon

Dayton Thorobred Tires

Member, ATA Foundation American Trucking Industry

Ray Flowers, of Elyria, Ohio, hauls limestone in the Cleveland area. Last year he switched to an aluminum dump body, and extra profits started with the first trip. The extra profits, Mr. Flowers finds, add up to $15 per day.

He earns this bonus because aluminum reduces deadweight to let him carry 3,000 pounds of added payload for every trip. This payload bonus is worth $3.50, and he makes four trips per day. The rest is simple and profitable arithmetic.

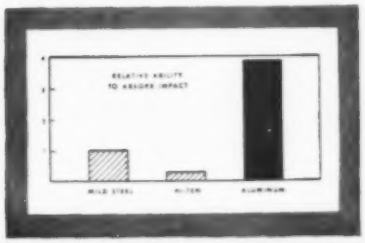
But that's only part of Ray Flowers' profit picture. Aluminum defies corrosion and denting, and the elimination of upkeep saves him another $120 annually. Lower deadweight on return trips racks up savings of 15% on gas bills, besides reducing tire wear. To top it off, his aluminum body washes clean in half the time his old rig required.

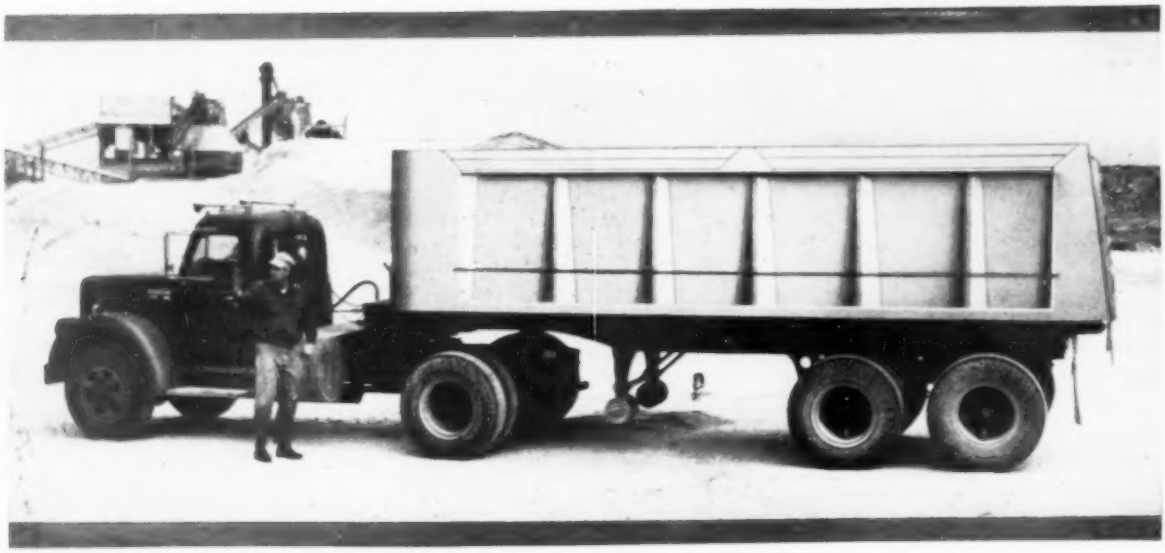
LODESTAR CORPORATION, of Niles, Ohio, gave Ray Flowers these money-saving advantages by building his LODESTAR dump body of durable Alcoa® Aluminum alloy. For the names of other truck operators who are enjoying comparable benefits, plus your FREE copy of Alcoa literature, write Aluminum Company of America, 1877-D Alcoa Building, Pittsburgh 19, Pennsylvania.

ALUMINUM DUMP BODY EARNS AN EXTRA $15 DAILY

Proof!
Aluminum Is Tougher Than Steel!

Dump bodies built of Alcoa Aluminum alloy can take *three* times the impact of steel—at *half* the weight!



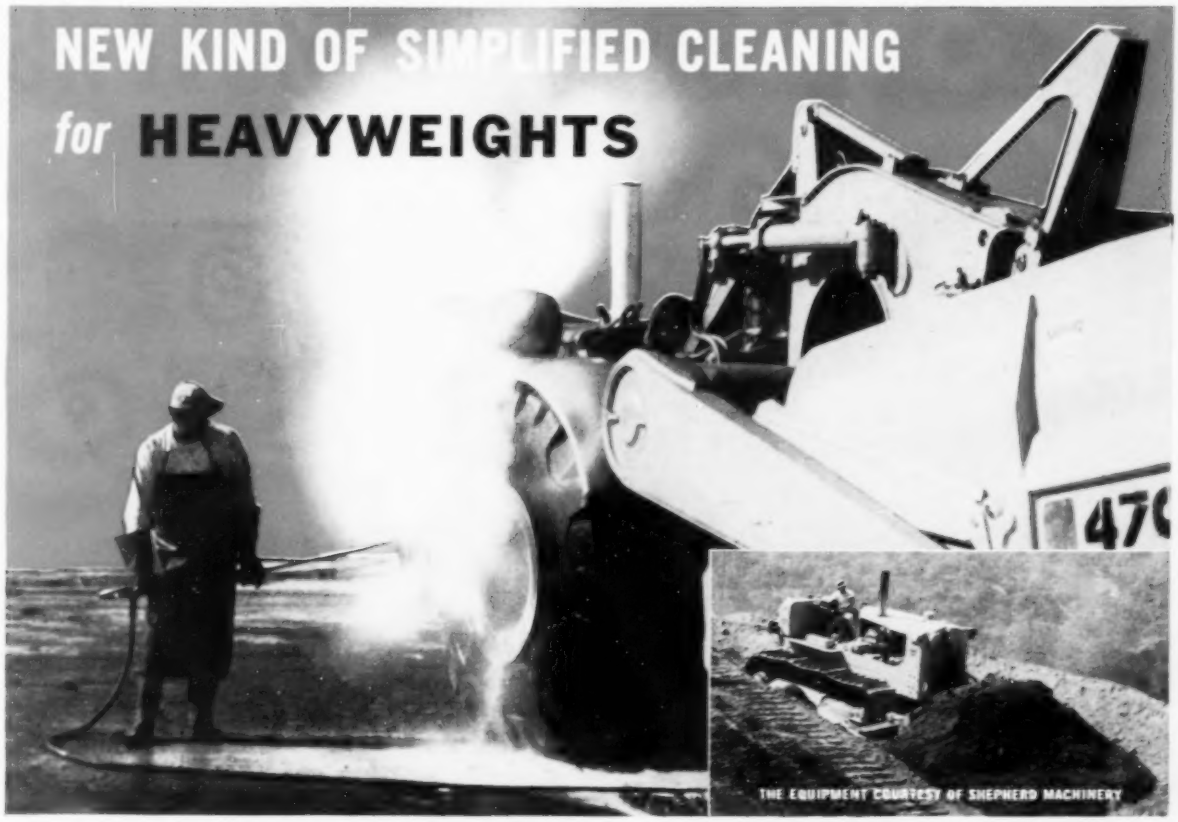


Your Guide to the Best in Aluminum Value

TRUCK BODY AND EQUIPMENT ASSOCIATION, INC.

WE CHOOSE ALCOA ALUMINUM MILL PRODUCTS

"ALCOA THEATRE"
Exciting Adventure
ALTERNATE MONDAY EVENINGS



two of the most famous names in cleaning combine in a single product

Clayton-SELLERS COMBINATION STEAM and HYDRAULIC JET CLEANER!

Clayton Manufacturing is proud to announce a new, revolutionary type of steam and hydraulic cleaner. The Clayton-Sellers is designed specifically for cleaning off highway, fleet, marine, petroleum and heavy industrial equipment of every type.

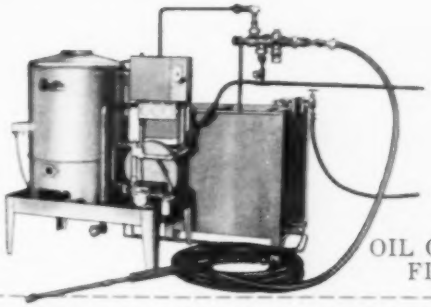
STEAM CLEANING: As a steam cleaner it sets new records in performance—280 gallons per hour of high impact...hard-hitting... steam cleaning solution. All that can be handled through a single gun without undue operator fatigue. Produces maximum cleaning results at minimum cost. Introduces the new exclusive "Fleximatic Control"...it automatically regulates fuel and water, permitting operator to use all or part of the 280 gallon per hour capacity from one or two guns.

SAVES FUEL...SAVES TIME...CLEANS FASTER AND BETTER

HYDRAULIC JET CLEANING: For cleaning operations requiring large volumes of water at high impact with varying degrees of temperature. The heavy duty hydraulic delivery provides up to 600 gallons per hour up to 220 psi and 210°F. Delivers hot water power cleaning "jet" action with or without detergents, at velocities exceeding 150 ft. per second for maximum scrubbing and rinsing. The "JET" is effective up to distances of 50 feet or more.

HIGH VOLUME...HIGH PRESSURE...HIGH TEMPERATURE SOFTENS...LOOSENS...REMOVES

EFFICIENCY AND SAVINGS: Economy in operation and substantial savings in initial cost are accomplished in part through basic design efficiency. Hydraulic Jet develops high volume, high velocity, with only ¾ HP electric motor. Heavy duty high pressure pumps and large power consuming electric motors are not required. Guaranteed 75% thermal efficiency saves fuel . . . Fractional HP motor saves power...High impact delivery cuts cleaning time.



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Yes! We are interested in knowing more about your new Clayton-Sellers Cleaner.

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City _____ Zone ____ State _____

We clean _____

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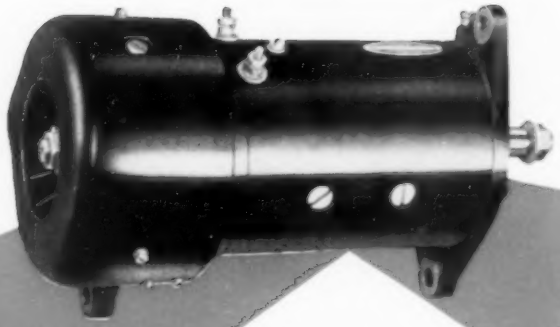
ONLY DELCO-REMY COVERS



NEW TOTALLY ENCLOSED GENERATORS FOR OFF-THE-ROAD APPLICATIONS

Forced-air cooled for 50% *more* output with *no* increase in size! Splash-proof. Dust-proof. 6-, 12-, 24-volt d.c. models.

FULL LINE OF EXTRA-OUTPUT D.C. GENERATORS FOR MEDIUM- TO HEAVY-DUTY APPLICATIONS

NEW PIGGY-BACK GENERATORS

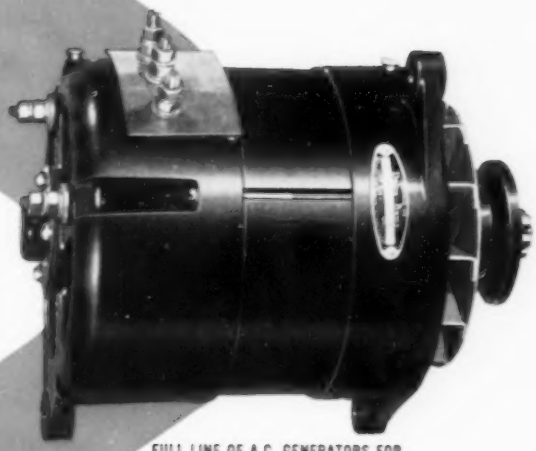
Extra power with economy! Tailored extra output in single voltage systems. You can use *both* 6- and 12-volt d.c. units on the same vehicle.

CHECK THESE EXTRA-DUTY D.C. FEATURES

- Substantial output at engine idle where required
- Greater brush area— better commutation, longer brush life
- Ball bearings at *both* drive and commutator ends
- *Sealed* field coils— impervious to moisture and corrosion
- *Double* insulated armature coils— nylon and cotton
- Hot-impregnated armature for extra insulation
- Dynamically balanced armature
- Wider, heavier brushes— service up to 100,000 miles is common

ALL THE BASES!

The only complete line of both d.c. and a.c. generators—right for your job!



FULL LINE OF A.C. GENERATORS FOR EXTRA-HEAVY ELECTRICAL LOADS

Name your generator need. Better charge at engine idle? More power for the ever-increasing demands of more and more electrical accessories? Lower replacement cost for lighter duty operation?

You name it. Delco-Remy meets it. Delco-Remy, in fact, has the *only* complete line of both d.c. and a.c. generators with matching waterproof regulators to meet every fleet requirement. Whether you haul light loads or heavy loads—off the road, around town, or across the nation—at highway speeds or in creeping traffic—Delco-Remy has the *right* generator to fit your need.

The complete Delco-Remy line brings you this important benefit: When you buy these extra-duty generators through the United Motors System, or from your vehicle dealer, you get the tailored performance you need—at minimum cost.

Specify Delco-Remy extra-duty generators on your new equipment, and for replacement on your present equipment. Only the complete Delco-Remy d.c. and a.c. line covers all the bases to fit every generator need.

CHECK THESE SUPERIOR A.C. FEATURES

- Greater output at engine idle
- Dependable performance at all operating speeds
- *Exclusive* self-regulating current control—*no current regulator or limiter needed*
- *Exclusive* stainless steel slip rings
- Extra-large ball bearings at *both* drive and commutator ends
- Shaft-keyed rotors prevent high torque slippage
- Easy all-around maintenance—positive oiler lubrication

GENERAL MOTORS LEADS THE WAY—STARTING WITH

Delco-Remy

ELECTRICAL SYSTEMS

DELCO-REMY • DIVISION OF GENERAL MOTORS • ANDERSON, INDIANA

LPG Outlets . . .

Continued from page 98

limits of Anaheim on Hwy. 101, B. Plt., 8am-5pm, Sat. 8am-12noon, P & M, Pro., Min., *Phone KEystone 5-2173*

Apple Valley, Mobile Home Gas Service, Bear Valley Rd.—between Osage & Pawnee, B. Plt., 24 Hrs., P & M, Pro., Min., *Phone 7-7026*

Apple Valley, Petrolane Gas Service, off Hwy 18—1 block S. on Central, B. Plt., 8am-5pm, P & M, Pro., *Phone VIctorville 7-7562*

Arcata, Liberty Propane Co., N. Arcata —Frontage Rd.—Hwy 101, B. Plt., S. S., 8am-8pm, P & M, Pro., Lube., Min., *Phone VA 2-2188*

Arcata, Suburban Gas Service, 1 Mi. N. of Arcata on US Hwy 101, S. S., 8am-7pm, P & M, Pro., Lube., Min., *Phone VAndyke 2-7998*

Arvin, Petrolane Gas Service, corner Sycamore & Derby, B. Plt., 8am-5pm, Pump, Pro., *Phone SPring 4-2163*

Atascadero, San Luis Butane Dist., N. Hwy 101 at San Anselmo Rd.—1 Mi. N. of Atascadero between Freeway and old Hwy, B. Plt., 7:30am-6pm, Sun. 11am-1pm, P & M, Pro., B-P Mix, *Phone 151, Aft. Hrs. 618*

Auburn, Geiger Gas Co., B. Plt., 8am-5pm, P & M, Pro., *Phone TU 5-6231 or TU 5-3724*

Auburn, Placer Gas Co., ½ Mi. S. of Auburn on the Auburn-Folsom Rd., B. Plt., 7am-4pm, Clsd. Sat. & Sun., P & M, Pro.

Auburn, Placer Gas Co., 2 Mi. E. of Auburn on Hwy 40, S. S., 7am-11pm, P & M, Pro., Lube., *Phone TU 5-6095*

Bakersfield, Bakern Liquid Gas Co., E. side of Hwy 99—1 Mi. S. of town, B. Plt., S. S., 7am-10pm, P & M, Pro., Butn., B-P Mix, Lube., Min., *Phone FA 7-1015 or FA 4-9781*

Bakersfield, Globe Gas Corp. (Hancock Oil S. S.), on US Hwy 466 at intersection with Weed Patch Hwy—7 Mi. E. of Bakersfield, B. Plt., S. S., 7am-10pm, P & M, Pro., Lube., *Phone Empire 6-9925*

Bakersfield, Metrogas Service, on US Hwy 99 at Greenfields Corner—9 Mi. S. of Bakersfield, B. Plt., daylight hrs. or by appointment, P & M, Pro., Butn., B-P Mix, *Phone FA 4-8030*

Bakersfield, Morison Truck Fuels & Service, 2599 S. Union Ave.—3 Mi. S. of Bakersfield on US Hwy 99, S. S., 24 Hrs., P & M, B-P Mix, Lube., Min., *Phone FAirview 4-9083*

Bakersfield, Petrolane Gas Service, Inc., 4020 Rosedale Hwy—½ Mi. W. of city limits on State Hwy. 178, B. Plt., 7:30am-5:30pm, Sat. 7:30am-12noon, Clsd. Sun., P & M, Pro., B-P Mix, Min., *Phone FAirview 7-1494*

Bakersfield, Vangas, Hwy 99—S. of Bakersfield, B. Plt., 8am-5pm, P & M, B-P Mix, *Phone FAirview 4-6006*

Barstow, Hesperia Liquid Gas Co., Inc., 1 Mi. E. of Barstow on Hwy 66, B. Plt., 8am-6pm, P & M, Pro., *Phone 2728*

Barstow, Reeds Service Station, Hwy 91 N. of Barstow—30384 Hwy 91, S. S., 8am-9pm, P & M, B-P Mix, Lube., *Phone 8576*

Bass Lake, Vangas, N. edge of lake, B. Plt., 8am-5pm, P & M, Pro., Butn., B-P Mix, *Phone 2514*

Beaumont, Suburban Gas Service of Beaumont, 451 W. 6th—Hwy 99-70-60, B. Plt., 8am-5pm, service only when trucks are in plant, Clsd. Sun. & Hol., P & M, Pro., *Phone VI 5-1813*

Ben Lomond, Lyon's Butane Co., B. Plt., 8am-6pm, P & M, Pro., *Phone DEarfield 6-5012*

Biola, Jack's Butane Service, 12469 W. "C" St., B. Plt., 8am-6pm, Clsd. Hol., P & M, B-P Mix, Min., *Phone Kerman 2-575*

Bishop, Bishop Chevron Service, Hwy 6 —S. Main St. in Bishop, S. S., 7am-7pm, P & M, Pro., Lube., Min.

Bishop, Imperial Gas Co., N. Main St. at the "Y," B. Plt., 8am-5pm, Clsd. Sun. & Hol., Pump, Pro., *Phone 2851*

Bishop, Mountain Liquid Gas, 455 S. Main St.—¼ Mi. S. on US Hwy 6 & 395, B. Plt., 8am-5:30pm, Sat. 8am-1pm, Clsd. Sun & Hol., P & M, Pro., *Phone 2421*

In next month's FLEET OWNER you'll find more listing for LP-gas outlets around the nation, and in succeeding issues too.

TIRE SERVICE PROBLEMS? Solve them with modern BISHMAN equipment!

Modern BISHMAN Equipment is sold only through leading Automotive Equipment Jobbers. Ask your local jobber about Bishman Equipment to solve your service problems.

Bishman MANUFACTURING COMPANY
OSSEO 21, MINNESOTA

Even Dodge financing is designed to save money for fleet operators!

Often, just when it's most inconvenient to draw on working capital, fleet owners must add new trucks to handle expanding business or to replace older units. That's where the Dodge Bank Fleet Finance Plan comes in.

Designed with the same understanding of your fleet problems that has made Dodge *Power Giants* outstanding trucks for fleet use, the Dodge Finance Plan is tailored to *fleet* situations. It lets you keep your fleet in top competitive condition without burdening yourself with excessive finance charges.

Your own bank, or your Dodge dealer's bank, handles the transaction, but can offer you excellent terms because the Dodge factory is backing the loan. The operation is handled quickly and simply.

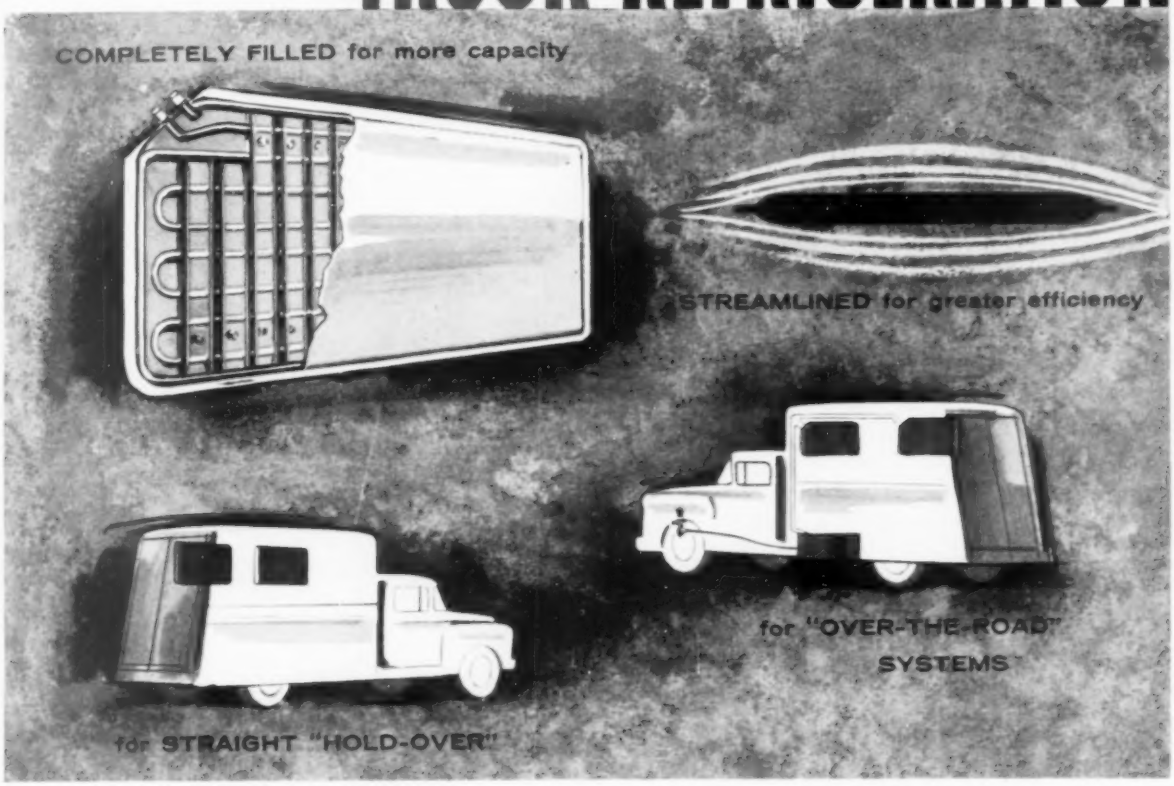
What kind of equipment can be financed with this plan? *Any* Dodge truck, plus extra equipment and special body mounted on the truck.

This new plan makes it both easy and economical to give your fleet *Power Giant* advantages: exclusive Power-Dome V-8 engines that keep maintenance at a minimum . . . or thrifty Sixes . . . rugged "Job-Rated" construction . . . extra Dodge payload—up to ⅓ more capacity . . . famous Dodge economy and dependability . . . advanced Dodge styling.

Let your Dodge truck dealer show you how this Bank Fleet Finance Plan helps fleet owners with established credit equip their fleets with efficient new Dodge *Power Giants* easily and economically.

DODGE *Power Giants*

KOLD-HOLD® TRUCK REFRIGERATION



KOLD-HOLD® truck plates give extra cooling capacity

KOLD-HOLD "Hold-Over" plates are designed to produce more refrigeration faster than any other plate on the market. The streamlined design induces a rapid sweep of air over the plate surface for exceptionally fast pull-down.

Furthermore, each plate is completely filled with eutectic solution with no ineffective pockets without refrigeration.

For top value in plate refrigeration, investigate KOLD-HOLD plates for your trucks . . . as straight "Hold-Over" plates or as lo-sides with MARK and CROWN continuous truck refrigeration systems.

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ask the KOLD-HOLD® man in your area for help with your truck refrigeration problems

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671 Ridgeway Ave.

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Wm. J. Bagley
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O. C. Yates
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*PR

PR... Public Relations is rapidly becoming a prime factor in the operation of every truck fleet. All over the nation the public continues to put more stress on NOISE. Your Stemco Silencer is your assurance of less noise and better public relations.

Your STEMCO SILENCER provides newer, more efficient methods of handling exhaust.

*PM

PM... Preventive Maintenance is vital to the profitable operation of any truck fleet! The efficient handling of exhaust by the Stemco Silencer is a major design break-through in the elimination of back pressure. Your Stemco Silencer is your assurance of engine efficiency and BETTER preventive maintenance.

Read the guarantee that accompanies every STEMCO SILENCER.

Certificate

The STEMCO SILENCER has been tested by approved methods to meet Industry noise specifications of 125 sones or less.

This noise level limit has been measured using approved acoustical measuring methods and conditions on comparative size engines as listed in the Silencer catalog. Vehicle tested must be in good operating condition and be driven properly.

STEMCO MANUFACTURING COMPANY
St. Charles, Mo.

Stemco

MEMBER TRUCK TRAILER MANUFACTURERS ASSOCIATION TTMA

STEMCO St. Charles, Missouri

Chemical producers specify Stainless Steel tankers to assure contaminant-free shipment

Stainless tankers like this 2-compartment, 5000-gallon unit assure contaminant-free shipment of high-quality synthetic resins and polyesters. It is constructed of Type 304 stainless, insulated and fitted with steam coils for handling viscous liquids.

"We find more and more of our chemical-producing customers are specifying that their raw materials and finished products be hauled in stainless," says Mr. E. E. Taylor, Vice President of E. Brooke Matlack, Inc.

"They use stainless steel processing equipment and storage tanks to insure against contamination in their plants and demand the same protection during shipment."

Stainless builds business

Corrosion-resistant tankers made of Armco Stainless Steel not only enable you to get more of the rapidly expanding chemical hauling business but makes your fleet much more versatile. That's because so many kinds of cargoes—liquid foods, vegetable oils, petroleum products — can be hauled in stainless. Its easy-to-clean surface lets you switch from one product to another with no danger of contamination.

Take advantage of the added profit-making opportunities offered by multipurpose tankers made of Armco Stainless Steel. For more information on Armco Stainless Steel and its advantages in truck transportation, just fill out and mail the coupon.

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Send me your booklet,
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100,000 miles before major overhaul with Cities Service C-300 Motor Oil!

Petersen Bus Line of Rochester, Minnesota reports outstanding performance.

Eleven out of twelve of the buses in Petersen's fleet are gasolene-driven units averaging 12,000 to 15,000 miles per year of tough stop-and-go operation.

Under these conditions, Petersen nevertheless has rolled up the following record:

- Up to 100,000 miles before major overhaul
- 3,000 to 5,000 miles between oil changes
- 25,000 to 30,000 miles for each set of valves

Owner Carl Petersen credits this record to two things: First, he uses Cities Service C-300 Motor Oil and thereby prevents harmful sludge, carbon or varnish build-up . . . even under low temperature start-stop operation. Second, he changes the filter whenever he changes oil.

With this simple procedure, Petersen finds he not only gets longer engine life, but his engines are also running cleaner than ever, without a trace of sticking valves or valve guides.

Whether you operate one vehicle or a hundred—whether yours is a bus, truck or taxi fleet—you, like Petersen, can brighten your maintenance picture with Cities Service fuels and lubricants. Get the full story from a Cities Service Lubrication Engineer. Or write: Cities Service Oil Company, Sixty Wall Tower, New York 5, N. Y.

CITIES SERVICE

QUALITY PETROLEUM PRODUCTS

He guards the safety of 1000 kids. Carl Petersen's fleet takes them to and from school each day. Buses are kept safe with flawless maintenance and Cities Service products.

"The stop that keeps us on the go is the stop for Cities Service Milemaster Gasolene," says Carl Petersen. "This new regular priced gasolene gives us more power than ever before."

Nylon cuts Norwalk's tire costs

"Nylon cord tires have reduced carcass breaks and road delays. Now we get more service from our 3,400 vehicles, at lower cost"

REPORTS HERALD HOWELL, TIRE MANAGER AT NORWALK TRUCK LINES IN OHIO

"Today all the replacement tires we buy are made with nylon cord," says Mr. Howell, shown above as he and Norwalk's maintenance supervisor inspect a set of nylons. "I expect about 125,000 miles' service on original tread and 40,000 miles on each retread with the 10:00x20 extra tread tires shown here. Our mileage records indicate that nylon cord tires last 10% longer on original tread than tires made with ordinary tire cord. What's more, costly road delays have all but disappeared with the use of nylon. When recapped, these tires stand up better because the tire body is tougher and runs cooler."

Operating out of Michigan, Indiana, and northern Ohio, Norwalk's 500 delivery trucks, 950 tractors and 1,950 trailers get heavy service, mostly on main highways where the heat generated by high speeds is severe.

"We started switching to nylon cord tires in the spring of 1953," says Mr. Howell, "and plan to complete the change-over among our 42 tire banks as soon as possible."

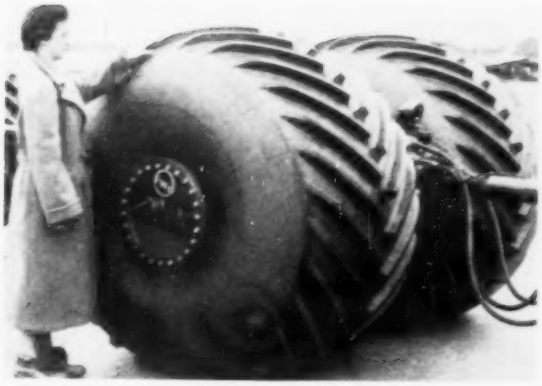
PROVE TO YOURSELF that nylon's advantages lead to lower tire costs, whatever road and load conditions are. Du Pont makes the tough nylon that goes into the tire. You can get long-lasting nylon tires under any brand name. Ask your dealer to tell you about nylon cord tires.

BETTER THINGS FOR BETTER LIVING
...THROUGH CHEMISTRY

DU PONT

Enjoy the "Du Pont Show of the Month" on CBS-TV

THE SAFEST, STRONGEST TIRES ARE MADE WITH NYLON



Giant "tires" . . .

. . . double as fluid transporters in terrain inaccessible to conventional tank trucks. Developed for Army Transportation Research and Engineering Command by Four Wheel Drive, the huge rubber tire bags each carry 500 gal. They're mounted on FWD-developed axle and towing assemblies, equipped with filling, emptying, and braking systems. This train of ten Goodyear fluid carriers is towed by a pillow-tire FWD Teracruzer. Single transporters can be maneuvered manually for short distances on level ground. They can be shipped by rail, truck, or barge. Some other applications include water transport for fire-fighting in mountainous or rural areas, storage and transport of liquid fertilizers.

MOVING AIR IS COLDER AIR!

DOLE
Air-Cel
CIRCULATING UNIT
Insures even distribution of refrigeration when used with truck plates

• LIGHTWEIGHT • COMPACT

Dual AC/DC fan motor operates on truck battery during the day, alternating current at night. Automatic switchover.

DOLE REFRIGERATING COMPANY
5952 NORTH PULASKI ROAD,
CHICAGO 30, ILLINOIS
103 PARK AVENUE,
NEW YORK 17, N. Y.
Dole Refrigerating Products Limited
44 Elgin Street, Brantford, Ontario
Write for
Engineering Catalog GE

Air-Cel CIRCULATING UNIT

VELLUMOID

Use the Finest!

Specify Vellumoid for the finest in gaskets and gasket sets . . . job matched to your specific requirements. Vellumoid now offers Cylinder Head, Manifold, Exhaust Flange Gaskets and Overhaul Sets to assure trouble-free superior performance.
Ask your jobber about Coppermoid . . . He knows quality.

THE
VELLUMOID
COMPANY
WORCESTER, MASS.

. . . You get more
Moving Billboard Value—with
MEYERCORD DECAL TRUCK SIGNS!

The makers of Hiland Potato Chips are missing no bets in selling the public with their truck fleet. Coming, going or parked . . . you see these colorful moving billboards as they make their way from store to store on the busy streets. Featured is the attractive package with its eye-catching plaid tartan panel! Hand painting these signs would have cost a fortune . . . yet the cost of decorating each truck with Meyercord Decal Truck Signs is moderate—and application lay-up time is just a couple of hours. If you have a fleet of ten or more trucks you'll find it worth your while to investigate the savings, uniformity and convenience of Meyercord Decals.

Our full color brochure "Ads on Wheels" is free . . . ask for your copy on company letterhead . . .

the MEYERCORD co.
Dept. T-514 5323 West Lake Street Chicago 44, Illinois

Here's the new sweetheart of the Task-Force fleet, Chevrolet's new Fleetside pickup! No truck has ever been better to look at . . . or better for your business.

Long, sweeping lines, graceful body contours . . . *new* truck appearance that's fleet, dashing and completely modern! Yet there's even more to the new Chevrolet Fleetside than the striking beauty that first meets your eye. There's *size*, for instance: extra room inside to pack many additional cubic feet of payload. In lengths of either 78 inches or 98* inches and a full six feet in width, this new body actually provides 50% more cubic capacity than the conventional pickup box!

And with an extra-sturdy build—the result of features like double-walled lower side panels, durable hardwood floor and solidly constructed full-width tailgate—the new Fleetside is the toughest of pickup bodies, made to stand up under a steady pounding. A new adjustable latch keeps graintight tailgate free from rattles.

Here's a new high in hard-working utility matched by styling that stands out on any street and speaks volumes about both you and your business. See and try the latest in pickups, the new Chevrolet

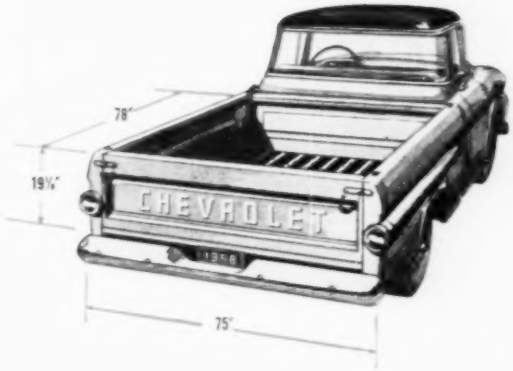
CHEVROLET **CHEVROLET**

Fleetside, at your Chevrolet dealer's now! . . . Chevrolet Division of General Motors, Detroit 2, Michigan.

*Optional at extra cost.

More load space than any other comparable low-priced pickup. Up to 75.6 cubic feet of load space to pack bigger cargoes and help you get more done each day. The new Fleetside body is so wide you can haul standard 4′ x 8′ sheets of building material and still have room along the sides for extra items of payload!

Plenty of work-whipping hustle and muscle. Your choice of two great engines that know how to save—standard 145-h.p. Thriftmaster 6 or optional at extra cost 160-h.p. Trademaster V8. And Fleetside chassis components are truck-engineered down to the last bolt; they'll take all the abuse your most bruising hauls can give them!



TASK · FORCE TRUCKS

An "Automatic America a new

Chevrolet – Dodge – Ford – GMC now offer the Allison Fully Automatic Truck Transmission

- A Rocky Mountain trucker cuts engine maintenance 50%
- A West Coast contractor hauls 33⅓% more payload per trip
- A Utah ore hauler cuts brake maintenance 75%
- A Michigan car-haul drives 100 extra miles per day
- An Eastern sand hauler makes 3 trucks do the work of 4

Allison

Brain" brings kind of Truck

No wonder truckers call the Allison Fully Automatic Truck Transmission "the most important development in 30 years for faster, safer, lower-cost trucking!"

No wonder four leading truck makers have engineered the Allison Automatic transmission into their newest medium and heavy-duty trucks.

The Allison Automatic can pay for itself in a year — pay for itself 5 to 10 times over during the life of your truck. It actually gives you *a new kind of truck.*

It's more than a truck transmission —it's an "Automatic Brain"

On busy delivery routes, or over the open road, the driver simply selects the range. Then, the Allison "Automatic Brain" takes over.

It begins by multiplying engine torque 15 times. Out of mud and mire, up the steepest grade, the power to move the load is there—instantly!

It automatically senses the precise gear for any situation. Shifting is automatic—exact—every time.

Your engine can't lug or race. The Allison Automatic is virtually abuse-proof. It protects drive lines from shock loads—protects you from repair bills.

Its built-in Hydraulic Retarder saves you more than 50% on brake maintenance.

The Allison Automatic is the first automatic transmission specially designed to make full use of today's modern, high-torque engines—the only fully automatic transmission specially designed for medium and heavy-duty trucks.

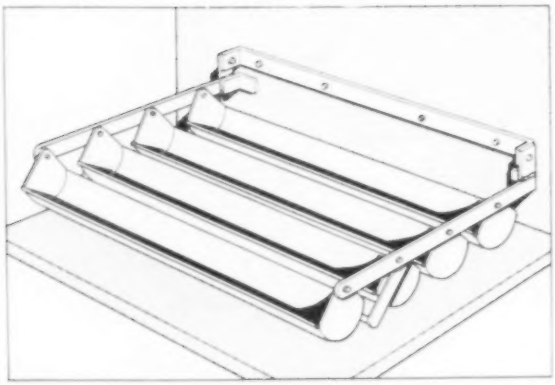
It was born out of more than 10 years of service in the heaviest military and off-highway vehicles.

The Allison Fully Automatic Truck Transmission can repay its modest cost many times over in *your* trucking operation. See your dealer in Chevrolet, Dodge, Ford, and GMC. Or write:

ALLISON DIVISION OF GENERAL MOTORS, Indianapolis 6, Indiana

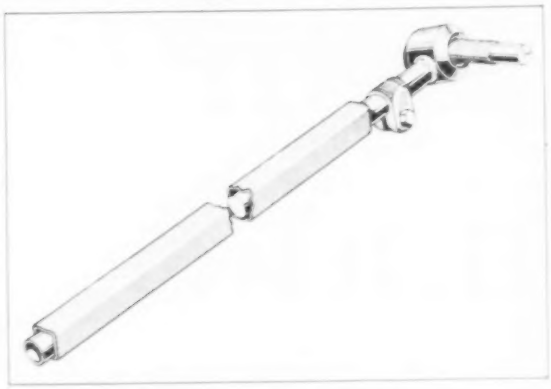
FULLY AUTOMATIC TRUCK *Transmissions*

Shop Kinks—6 Ways to Faster



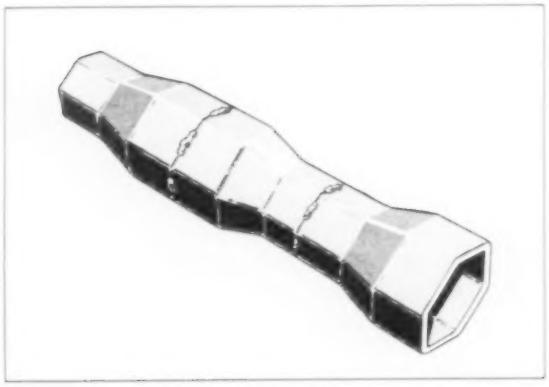
Welding rod rack . . .

. . . solves storage problem for rod stock. With this rack, welding rods are always readily accessible and housekeeping is improved. The framework can be made from flat and bar stock, and the troughs from sheet metal. Pre-formed galvanized or aluminum stock such as that used for gutters may be used for the troughs. These are mounted so they will swing on the side members and thus remain in the horizontal position. The bottom hinge-point is arranged so that rack will lean against wall in vertical position. *$10 to Sanford Dounmont, 23 Wright Street, Hudson Falls, N. Y.*



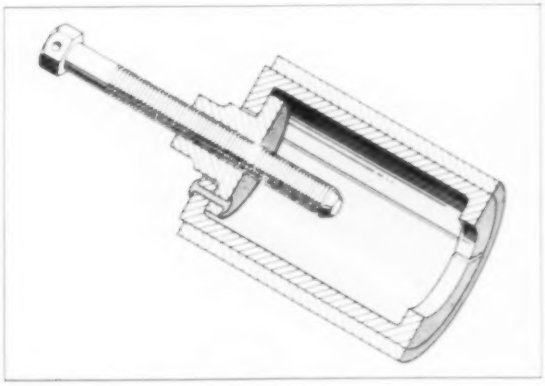
Reinforced tie rods . . .

. . . can eliminate costly downtime and front-end damage. If your light rigs operate over rough terrain, you have probably had problems with bent tie rods. Here's one way of solving the problem: A piece of square steel tubing is cut just slightly shorter than the length of the rod, slipped over the rod and welded in place. This provides the extra strength when going gets tough. In addition to eliminating tow-jobs, it can prevent costly tire damage which may occur before a slightly bent bar is noticed. *$10 to J. Gabel, 1614 Caramay Way, Sacramento, Calif.*



Axle nut wrench . . .

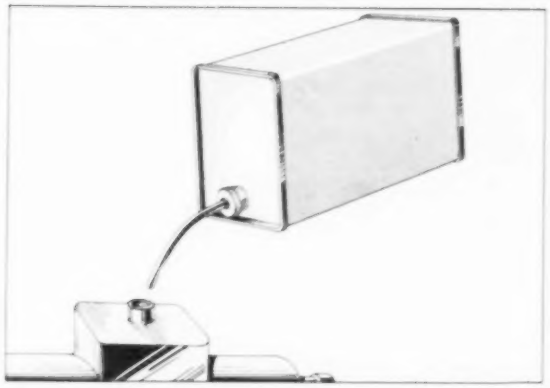
. . . can be made as shown above. Sometimes you find it necessary to tighten or loosen the rear axle nuts on a rig with the dual wheels remaining in place. This generally means that some kind of a wrench extension must be used to give you swinging room beyond the outside dual. An easy way to do this is to take three standard wrenches of the desired sizes and spot-weld them end-to-end. This combination not only provides the needed extension, it also becomes a double-ended, dual-purpose wrench. *$10 to James Curry, Stahly Cartage Co., Edwardsville, Ill.*



Puller . . .

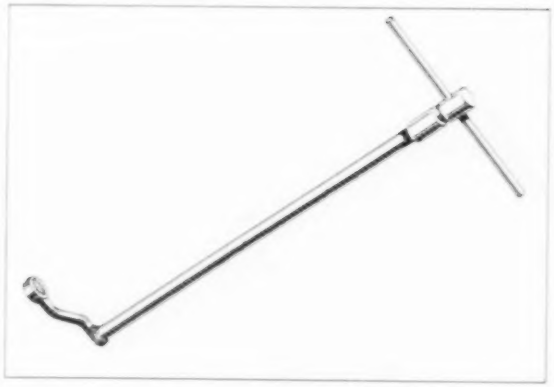
. . . for use in confined space is shown above. "Dogs" for this puller are made in the form of a sleeve with collar machined on the end for grasping the object to be pulled. The sleeve is then split longitudinally and one half is fastened permanently to the nut as shown. With this puller, the "dogs" fit all around the part to be pulled and will do the job with little chance of damaging the part. The outer sleeve is machined so that it slides over the "dogs" and holds them firmly in place while pulling. *$10 to D. Kaufman, Kingsway Transports Limited, Montreal, Canada.*

and Better Work



Brake fluid dispenser...

. . . can be made from quart-size flat can. Brake fluid is too expensive to waste through spillage when filling master cylinders. Also, unless care is taken in storing, contamination can render it useless. Here's a simple way to make a container and dispenser that eliminates both problems. Just punch a hole in the cap and solder a piece of soft copper tubing in place as shown. To use, squeeze sides of can. When pressure is released, sides of can will snap out. Procedure is repeated till master cylinder is full. *$10 to Thomas McCaughan, Box 625, Tuskahoma, Okla.*



Special wrench . . .

. . . for hard-to-get-at places. Although the wrench manufacturers provide a wide variety of extensions and adapters for their wrenches (see Hand Tools No. 5, Sept. '57, p 122), there always seems to be some place where the standard fittings won't work. Here's how to make a special adapter to get at the generator nuts on many GMC diesel engines: A 3-in. section of a $^3/_4$-in. box wrench is heated and bent to form the offset as shown in the sketch. This is welded to a 15-in. drive extension to complete the combination. *$10 to Thomas Mino, Short Way Lines, Toledo, Ohio*

In Brief . . .
4 Shop Kink Ideas

THE BEST IDEAS are often the simplest. But simple ideas used to be a problem for Shop Kinks. The idea was that this was a picture page and there wasn't any way to use some top-notch tips. The answer? This special all-text "ideas in brief" column which was started last year.

WANT TO CONTRIBUTE? Any "shorties" accepted will be paid for at the flat rate of $5 per item. All Kinks submitted but not accepted are returned with a letter of explanation. All other Kinks are paid for on acceptance regardless of whether or not they are used. ($10 for regular items and $25 for extra good ones.) All accepted material becomes the property of FLEET OWNER.

REFLECTORIZED TAPE criss-crossed over a burned-out headlight will make night driving a lot safer. Drivers should carry tape for such an emergency . . . oncoming drivers will not mistake your vehicle for a motorcycle. *Elmer C. Shirey, International Harvester Co., Fort Wayne, Ind.*

SELF-TAPPING SCREWS often become loosened through enlargement of the holes in the sheet metal to which they are attached. To avoid having to relocate the screw, just flow a little solder over the threads near the head of the screw. This will keep it tight in the original hole. *Stan Clark, Dixie Transport Co., East Bradenton, Fla.*

A TRACTOR may sometimes be called upon to tow a disabled tractor-trailer combination. Here's how to get better control, and utilize braking power of disabled unit. Make up a set of hoses of suitable length with the necessary "glad hand" adapters so that the disabled trailer can be connected to the outlets on the towing tractor. *Robert Dixon, Box 37, Rockford, Ill.*

A TELESCOPING POLE, spring-loaded, can be placed between the walls of your truck to prevent cartons and similar cargo from shifting in transit. *Bert Goldrath, 1717 Hamlet Street, San Mateo, Calif.*

Mr. Wally Yost

DIESEL ENGINE REBUILDER SAYS...

'We never have trouble with Clevite 77'

This Portland, Oregon company performs engine overhauls on every conceivable type of diesel-powered equipment and installs only one brand of bearings—Clevite 77.

Diesel Service Unit Company switched to Clevite 77* six years ago. Mr. Wally Yost, partner-owner, cites a good reason:

> "As we were tearing engines down for overhaul or repair, Clevite 77 bearings were always in much better condition than any other bearings. We noticed some engines with two makes of bearings in the same engine; the Clevite 77 bearings were always in better shape. They would be like new compared to the other bearings."

Diesel Service continues to use Clevite 77 exclusively. Reason? Mr. Yost says:

> "Ever since we have used Clevite 77, we haven't had any bearing problems. We used to pull engines down to check bearings, now we only pull the engines down for excessive blow-by, oil consumption or some cause other than bearings."

Engine rebuilders and fleet operators everywhere have learned that Clevite 77 is the finest high-duty engine bearing obtainable. Patented tri-metal construction provides greater fatigue strength, corrosion resistance and a superior running surface. Contact your nearest N.A.P.A. jobber and standardize on Monmouth Clevite 77 for a bonus in bearing performance.

*The words Monmouth, Clevite and Micro are registered trade marks of Clevite Corporation

Monmouth

ENGINE BEARINGS

CLEVITE SERVICE

Cleveland Graphite Bronze
Division of Clevite Corporation
Cleveland 3, Ohio, U.S.A.
2218

FIRESTONE CHALLENGER RIM CUTS DEADWEIGHT PER WHEEL!

Low-Priced and Lightweight Rim Passes Heavyweight Stress Tests to Add Dollars to Payloads.

Firestone's new Challenger rim turns deadweight into payload. Stress-testing in Firestone labs results in removing virtually all non-functional weight and the addition of reinforcement at high stress points for heavy loads. It's pounds lighter, and proved by performance in over-the-road runs! Exclusive Firestone Permaplate finish resists rust and corrosion. Two-piece rim construction makes possible fast mounting and demounting. Center to center spacing on duals gives quick interchanges. The Challenger runs true because it's sized to Firestone's precision standards.

The Firestone Challenger is the lowest priced quality rim you can own. Buy it for replacements. Specify it as original equipment. You'll get more payload profit on every run.

FIRESTONE STEEL PRODUCTS CO.
AKRON 1, OHIO

Enjoy the Voice of Firestone on ABC television every Monday evening. Copyright 1958, The Firestone Tire & Rubber Company

Champion "know-how" can give you top spark

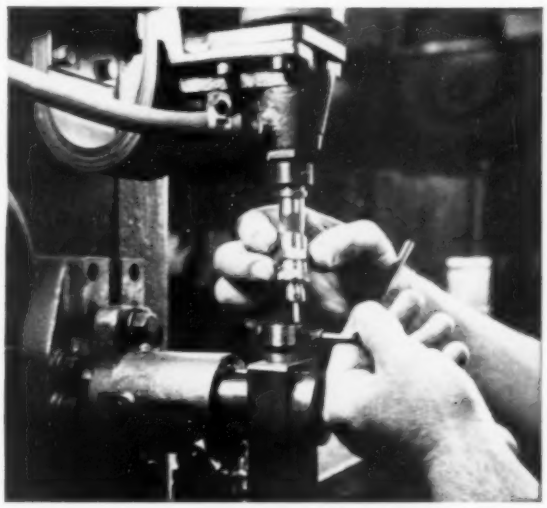
EXCLUSIVE TECHNICAL HELP

When you buy Champions you get more than the world's finest spark plugs. You also get the assurance of top ignition performance in every truck engine. That's because Champion offers you the experience and know-how accumulated by the world's largest research and engineering organization devoted exclusively to spark plugs. If necessary, a Champion representative will team up with a Champion Field Engineer and put Champion's know-how to work improving your fleet's ignition performance. Call on them for help.

Gene Kinard, Champion Representative (left), and Dick Gall, Champion Field Engineer (center), work with Robert J. Lingo, Maintenance Foreman of Florida's Pasco Packing Company.

MAXIMUM LIFE

Champion know-how gives your fleet the advantage of the longest possible spark plug life—even under such severe operating conditions as these. Champion's Powerfire electrodes last far longer than ordinary plugs under heavy hauling conditions that soon put combustion chamber temperatures up into the critical ranges.



SPECIFIC ENGINE DESIGN

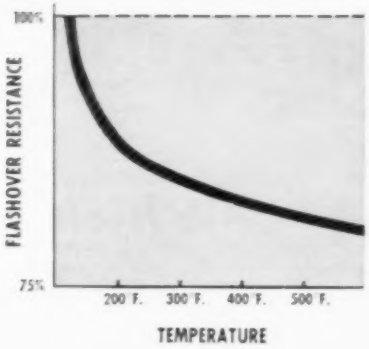
Here "pilot models" of a new Champion design are carefully assembled by experts. These are then thoroughly tested to be sure they meet every requirement of the engines for which they were designed. This is one of many steps that Champion takes to design spark plugs that will deliver top performance (under all operating conditions) in every truck engine.

plug performance in every truck engine

Champion Service Tips
for better truck performance

FLASHOVER AND TEMPERATURE

The additional flashover protection offered by Champion's five-ribbed insulator is increasingly important in high-compression engines because of higher levels of ignition voltage. The advantage of this ribbed design becomes even more apparent, however, in installations where the outside of the plug may be heated considerably. As shown in the following data from our Research Department, flashover shorting can become a much more serious problem as temperatures go up.



SPECIAL APPLICATION PLUGS

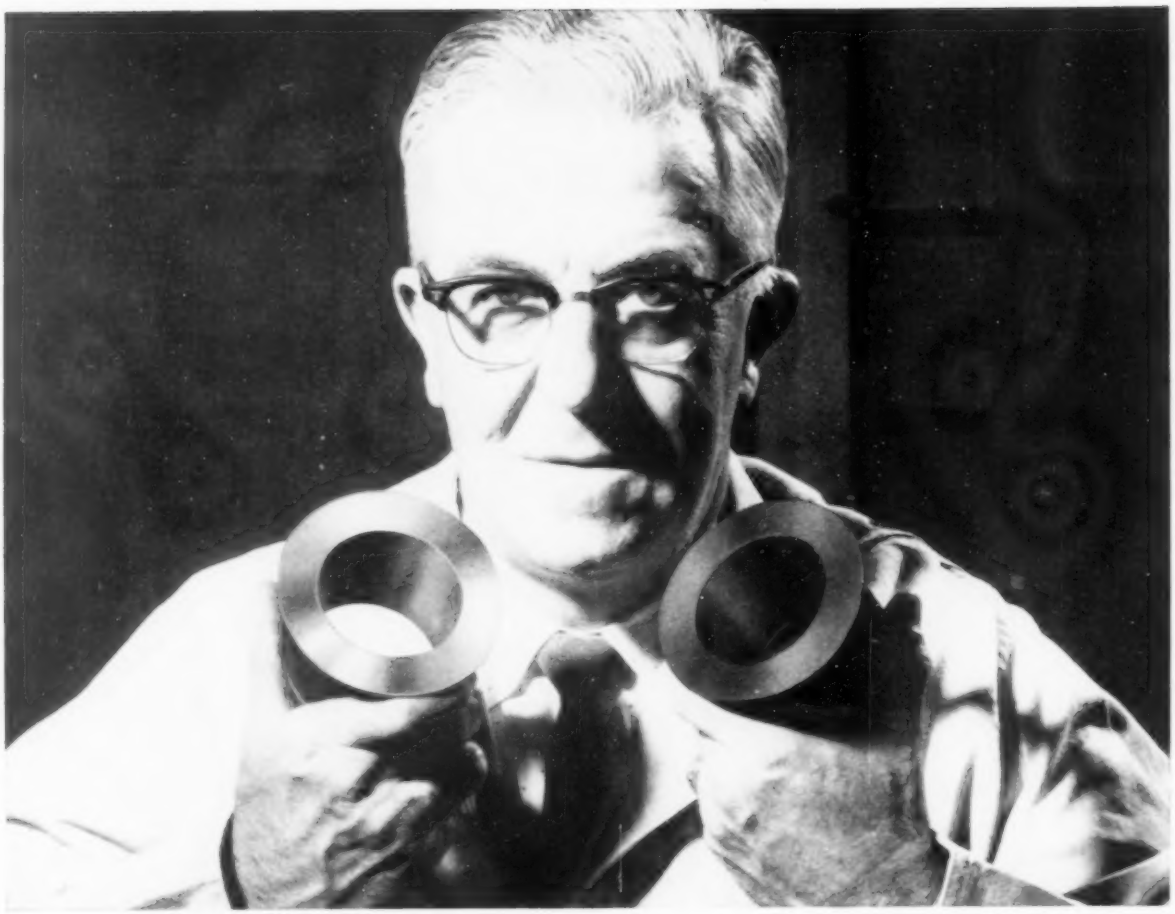
Stop-and-go driving like this frequently fouls ordinary spark plugs. Champion know-how met this situation by producing the auxiliary-gap, which reduces excessive fouling—keeps engines firing smoothly far longer than ordinary plugs. Ask your Champion representative for further details and get top spark plug performance in every truck engine.

DEPENDABLE 5-RIB

CHAMPION

SPARK PLUGS

CHAMPION SPARK PLUG COMPANY • TOLEDO 1, OHIO



Which Twin is the PHONY?

One of these clutch sleeves will cause trouble . . . within 10,000 miles!

If you picked the sleeve on the left, you're right! That shiny, "brand-new" look is the tip-off. It means the face has been reground, removing all or most of the case-hardening necessary for long, trouble-free wear.

The sleeve face of the genuine Lipe Guaranteed Clutch at right bears the almost-black finish of newly case-hardened and Luberized steel. Case-hardening to a depth of .007" and a further surface treatment which impregnates the pores of the metal with a lubricating preservative increases the life of Lipe clutch sleeves *5 to 10 times* over that of untreated or reground sleeves.

Field rebuilders' "short cuts" mean short clutch life for you!

A reground sleeve is just one fault you may find in a field-rebuilt clutch. In addition, there may be improper balancing; faded pressure springs that cannot maintain the required torque; reground pressure plates that warp and dish under normal friction heat.

All parts in Lipe Clutches conform to high precision standards!

From our experience in supplying clutches to 54 makers of heavy-duty equipment comes the know-how that goes into the manufacture of the Lipe Guaranteed Clutch. That is why we can unconditionally guarantee our product to be unequalled by field rebuilders.

Look for this factory seal when you take delivery on a Lipe Guaranteed Clutch for replacement service. It is your assurance of long trouble-free life, and big long-run savings.

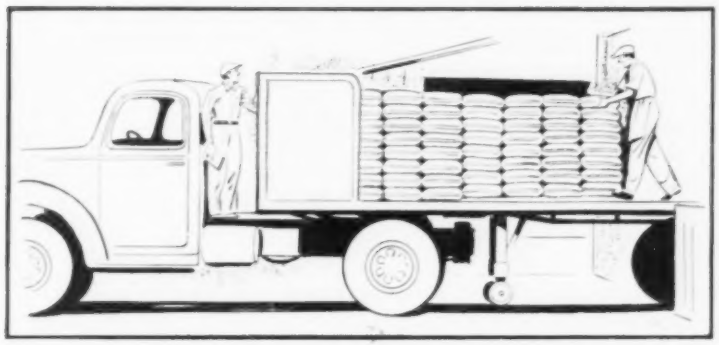
SEND FOR OUR FREE "Clutch Facts" Booklet

Tells you how to get more life from your heavy-duty clutches and what to look for when replacing them.

Lipe-ROLLWAY CORPORATION
SYRACUSE 1, N. Y.

Data Sheet No. 110

5 Tips on Paper-Bag Handling



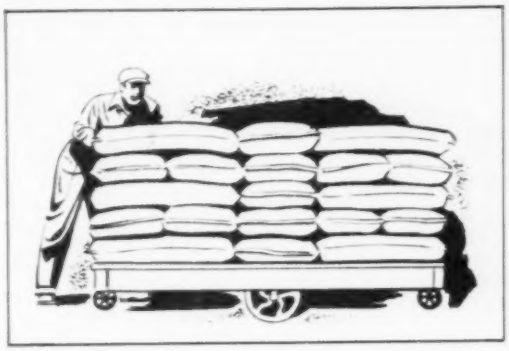
1. ON THE TRUCK load bags with ends parallel to sides of vehicle (the ends on sewn or pasted bags give some protection from rubbing against sides of truck). Bags should be protected against protruding screw heads, splinters, debris, and from racks or stake sides. On all but extremely short hauls, use "car-liner" paper on floor. Use tarpaulins on open-top trucks.

HERE ARE SOME reminders for your dock or shipping-room men who may tend to become a little careless in their handling of paper bag shipments. Paper bags, particularly the multiwall type, are sturdy containers (can be constructed for almost any type of dry-bulk commodity or any handling setup); but know-how in handling is important. It can save time and prevent costly damage to contents.

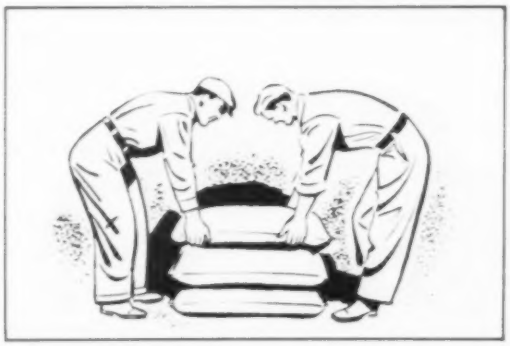
So post this data sheet where your men will see it. The tips are based on a handbook published by Bemis Bros. Bag Co.

Want to file this page or route it along? . . . Tear here

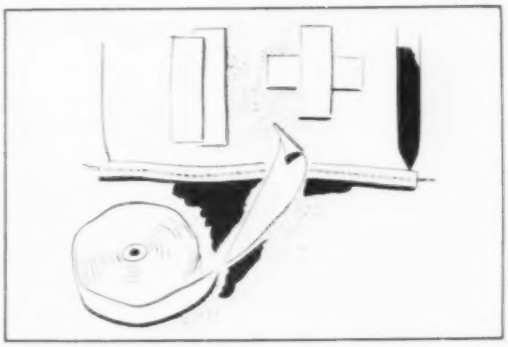
2. ON TWO-WHEEL HAND TRUCKS stack flat, by hand—never push truck blade under bottom sack in pile. Trucks should have wide, extended lips. Add wood or metal extensions to narrow-blade lips—otherwise they cut into sacks. Small wooden pallets may be used if truck lip is adequate.



3. ON FOUR-WHEEL HAND TRUCKS make sure that sacks are stacked flat and even with truck edges, end sacks interlocked. All trucks, as well as chutes and conveyors should be carefully inspected for protruding nails or splinters.

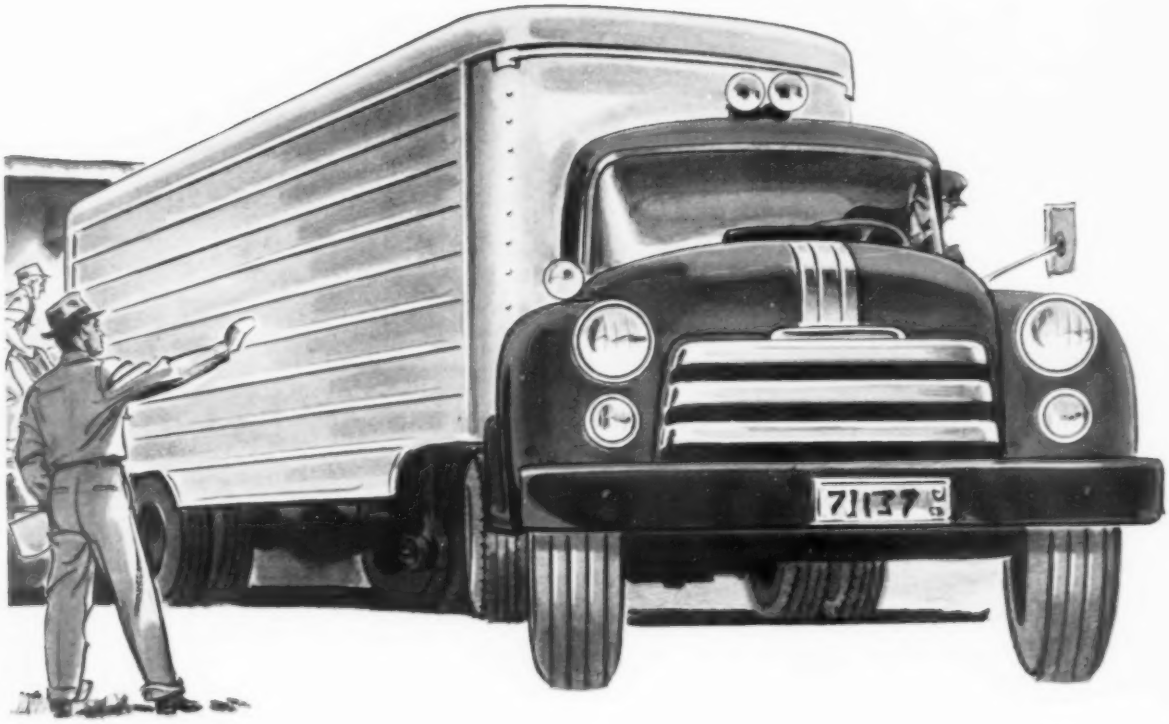


4. HOW TO LIFT AND CARRY. Place hand underneath—never grip or pull at corners or ends. Two men support the four corners when lifting. One man lifts with two hands at diagonal ends, carries sack with edge resting against body or shoulder. If bag is patched, be sure to carry patched side up. Sacks should never be dragged across floor.



5. HOW TO REPAIR. For long, straight tears apply two parallel, overlapping strips of gummed tape. For large irregular tears, apply strips in a cross. If more than one ply is badly ruptured, patch each ply separately. Do not use pressure-sensitive tape on bags containing dusty commodities. For serious damage use overslip bag.

HOW TO GET MORE PAYLOAD PROFIT AT THE END OF A RUN...



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◆ The money you save in operating and maintenance expense winds up as payload profit. And Phillips *66* heavy duty motor oils have an outstanding record of protecting truck engines against carbon deposits, corrosion, foaming and acid action that cut service and raise operating costs.

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It's a synthetic product—so it works wonderfully with Fleet-X Enamel. Our chemists say that because it's a synthetic undercoat, it has a real "affinity" for synthetic enamel. Let's just say they're made for each other and work well together to give the proper bond.

Like its name says, it requires no sanding. That's one reason it's quick. Another: it dries in 30 minutes for recoating with Fleet-X Enamel.

So, the next time you want to turn out a really good, low-cost enamel job quickly, try Acme's new all-synthetic system with 135 Kwik-Slik. And to thin it just right, add DV-61 to your team—for even more profits . . . since it can be thinned 100%.

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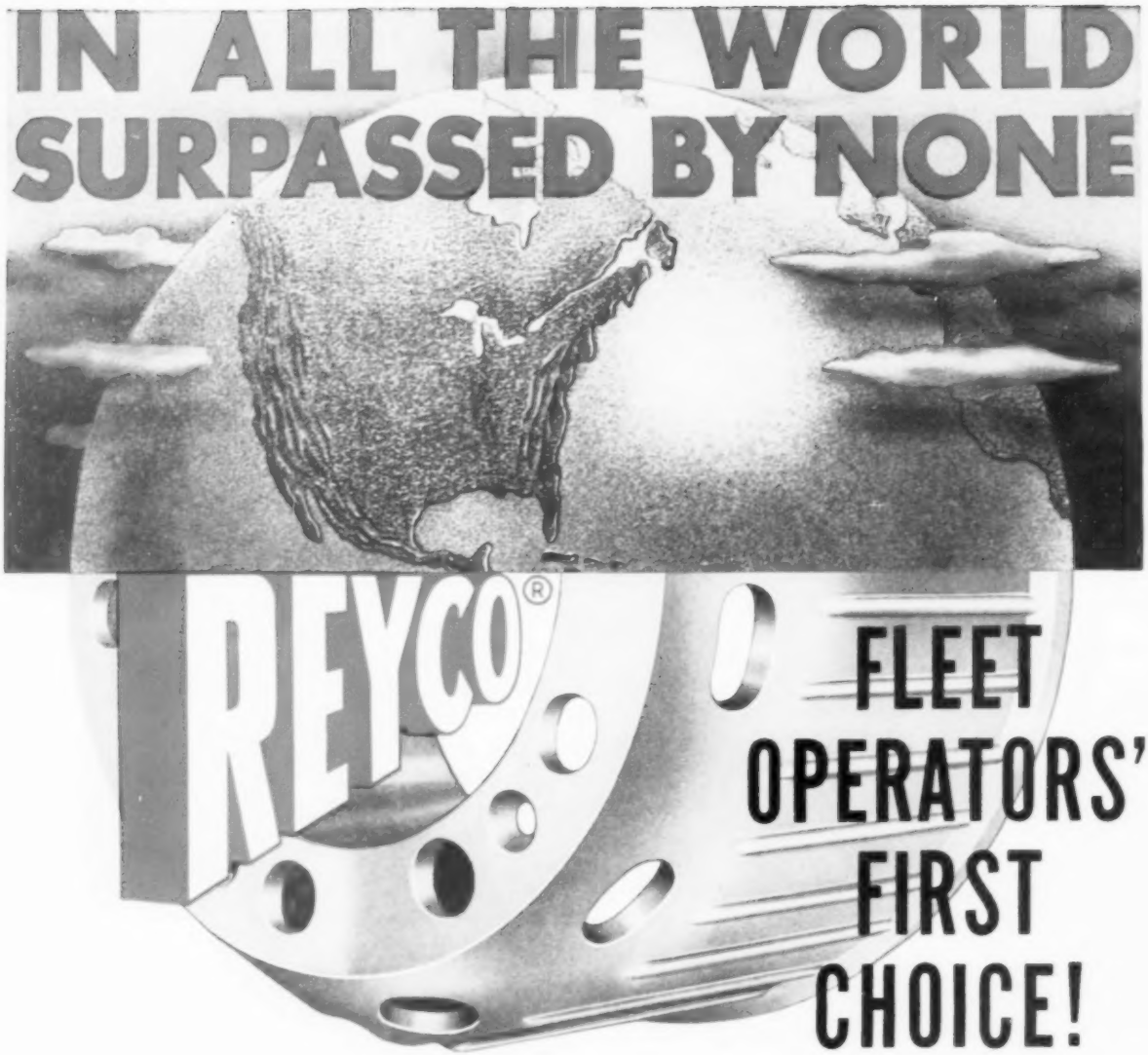

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AUTOMOTIVE
Showcase
16 PAGES OF NEW PRODUCTS FOR THE FLEET OPERATOR

APRIL, 1958

8 New Vehicles Offer Fleetman Wider Choice

THIS MONTH, SHOWCASE features a report on eight recent announcements by equipment manufacturers. Shown below is the latest addition to Mack's cab-forward line. Mack also has a new version of its H-Model series, and four new off-highway dumpers in the 15 to 34-ton capacity range with all-aluminum bodies by Heil.

TWO FRAMELESS DUMP TRAILERS are shown on the following pages, one by Marion Metal Products and the other by Anthony. And two tractors are featured: one by Diamond T, sporting an all-aluminum cab; the other, White's high-mileage-economy, heavy-duty diesel. Also, GMC is now showing a new high-cube Wide-Side pickup.

A CONVERTIBLE TRAILER is latest addition to the Brown line. It has a sliding roof which can be rolled open to permit overhead loading. And FWD now claims a "first" in ready-mix concrete trucks with its Model C86-707 which has driving power to front axle of front tandem and to both axles of rear tandem.

1. Mack Introduces New Cab-Over-Engine Line

Mack's new line, the N-Group, will be produced for use as 4- or 6-wheel trucks or tractors, available with all sizes Mack gasoline or diesel engines. The 40-Series goes to a maximum GVW of 28,000 lb with a GCW of 40,000 to 53,000 lb. The 60-Series has a maximum GVW of 30,000 lb and GCW of 50,000 to 65,000 lb.

The front axle on these units is set back to accommodate an optional diesel engine which is rated at over 200 hp. Linkage-type hydraulic power steering is available on all models in the group. The brakes, clutch and transmission are all air-controlled for ease of operation.

In the clutch control is a hydra-pneumatic arrangement which is said to give sensitive control and eliminate any need for adjustments. A range of transmissions is available covering 5, 10, 15 and 20 speeds. There is a choice of single or dual-reduction rear axles. Gasoline engines of 150 and 185 hp and Mack Thermodyne diesels of 170 and 205 hp are featured in these models.

Other features include a spring-balanced, manually-operated tilt-cab with large, wrap-around windshield. No instruments or controls need be disconnected when tilting the cab. Exceptionally short wheelbase and widened frame in front gives the vehicle short turning radius.

On the following page you will find 7 more new vehicle announcements →

8 New Vehicles Offer Fleets Wider Choice

Continued from page 127

◄ 2. Marion's Frameless Dump Trailer . . .

. . . features appreciable weight savings because of the absence of a conventional type trailer frame under the dump body. The Marion FDT-270 is a 24-ft, 27-cu yd tandem axle body which is raised with a front-end telescopic hoist. One advantage claimed is maneuverability in dumping the load. Driver operates cab controls for raising, holding, dumping and lowering without leaving the seat. For spotting the load, he can lock trailer brakes, which causes tractor to be pulled back as body is raised. Or, driver can lock tractor brakes, which causes trailer wheels to move forward as body is raised, depositing the load over a specific area. Attachments for the hoist are part of Marion's specially designed upper fifth wheel. Use of permanent-type fifth wheel is recommended by manufacturer but the upper wheel can be used with a conventional fifth wheel if the latter is blocked to prevent pivoting movement. On tandem-axle units, stabilizer pads mounted on the tandem assembly provides maximum stability as the body reaches its top dumping angle. Manufacturer claims that, because of its simplicity, it can be mounted on any standard tractor in about three hours. *Marion Metal Products Co, Marion, Ohio.*

◄ 3. Diamond T's Tilt-Cab Series . . .

. . . features all aluminum cab which is counterbalanced for manual tilting. No plumbing disconnections or adjustments are necessary. The twin windshileds are of heat and glare-resisting Solex safety glass, and large ventilating wings have stainless steel framing. Instruments are grouped on tiled panel, hinged for easy access for maintenance. Switches and circuit breakers are in a separate control panel. Bostrom "level ride" driver's seat is standard equipment. This 900CHS Series features the lightweight, heavy-duty Hall-Scott 590 Spartan engine in either gasoline or LP-Gas versions. Heavy-duty Spicer 14-in., two-plate clutch, Fuller 5-speed transmission with .80 overdrive, and the Eaton 1911, 23,000-lb rear axle are standard equipment. Tubeless tires available at no extra cost. Frame is of straight channel design with manganese alloy steel side rails, aluminum cross-members for massive strength without excess weight penalty. GCW rating is 65,000 lb, 76,000 lb with tandem rears. *Diamond T Motor Car Co, Chicago, Ill.*

◄ 4. White's 4400TD Diesel Tractor . . .

. . . is claimed to have exceptionally high mileage economy in the heavy-duty diesel class. The Cummins NH-180 engine is standard. This is a 672-cu in. engine which incorporates the NHB four-valve cylinder head for better breathing and lower exhaust-gas operating temperatures. The engine develops 180 horsepower at 2100 RPM. Quality-built White front axles are standard, rear axle is the high-torque, lightweight, single-reduction type. In addition to heavy-duty, multi-speed single-shift lever transmissions, four different chrome manganese steel heat-treated frames are available. Wheelbases are offered from 140 in. to 212 in., and the 4400TD is available with other diesel engines rated up to 220 horsepower and GCW's up to 80,000 lb. A "unit option" model plan is offered for operators so that all related components of special design and operating specifications for particular needs can be engineered to do the job with greatest efficiency. *The White Motor Company, Cleveland, Ohio.*

5. GMC's New Pickup

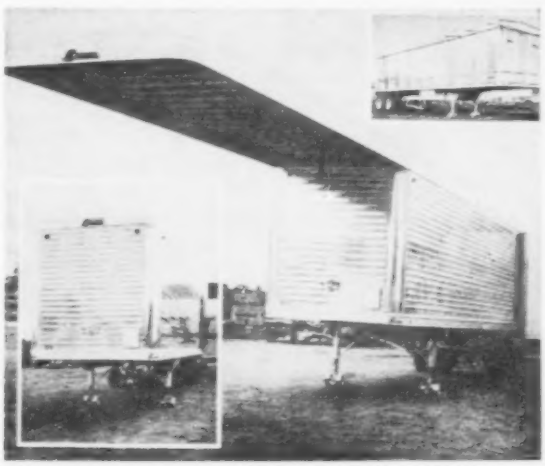
This new GM pickup truck known as Wide-Side, is said to have 50% greater cubic-load space than conventional models. The truck encloses wheel wells within its body and comes in either 6½ or 8-ft long boxes. The first box has a capacity of 59.5 cu ft, while the second measures 75.6 cu ft. Wedges at either end of the slam-fit, sand and grain-tight tailgate minimize lateral expansion of side panels under load. Featured is a new compression-bar type locking mechanism which maker says assures more positive latching and easier operation. This new design provides a 64½-in. endgate opening. Major components of the mechanism are a latch, chain and an adjustable anchor bolt. *GMC Truck & Coach Div, Pontiac 11, Mich.*

7. FWD's Ready-Mix Truck

This new FWD ready-mix concrete truck (Model C86-707) is said to be the first commercial four-axle 8x6 truck designed with driving power to the front axle of a front tandem and to both axles of a rear tandem. Equipped with a separate engine type 8½ cu yd mixer, the new tilt cab truck carries up to 10 cu yd of concrete loads. The six-wheel-drive truck utilizes a torque-proportioning center differential to distribute one-fifth of drive-line torque to forward axle of the front tandem and the remaining four-fifths equally to the two driving axles of the rear tandem. The double-tandem vehicle has a non-powered steering axle behind the foremost driving and steering axle. *Four Wheel Drive Auto Co, Clintonville, Wisc.*

6. Anthony's Frameless Dump

New aluminum frameless dump trailer is said to be one ton lighter than steel frameless dump trailers of the same capacity. Constructed of 3/16-in. high-strength aluminum alloy, the trailer is available in a range of lengths from 14 to 24 ft, and capacities to meet buyers' specifications. The same aluminum alloy is incorporated in the radius frame, suspension frame, body frame, and the wheels. Trailer is equipped with a single 8-in. Teleramic hydraulic telescope hoist with a 25-ton load rating. All lift power is applied directly to the front of the load, giving the hoist greater leverage. Bigger payloads are made possible through absence of trailer frame, and weight saved in body and hoist. *Anthony Co, Streator, Ill.*



8. Brown's Convertible Trailer

Here's a new convertible combining the advantages of an open-top with those of a closed van. It features a sliding roof that is claimed to open quickly and easily for overhead loading, and to close firmly and snugly for maximum cargo protection. The roof is 40 ft overall, and opens to a maximum of 27 ft. It can be rolled all the way or part way open. Also included in Brown's 1958 line is a 35-ft platform trailer which weighs in at 7950 lb—and which is said to be 5000 lb less than comparable models. This combination of strength with light weight is credited to the careful use of aluminum and high-strength steel alloys. Aluminum panels with tarp bows can be provided. *Brown Trailers, Inc, Box 54, Spokane 10, Wash.*

Here's what's newest in materials handling

Taken a good look at your handling costs lately? Here's new equipment that may give you some money-saving ideas—help bring those costs down.

NEW HYDRAULIC HOIST (Model 440) is designed for use under light-duty dump bodies up to 8 ft in length, 10-ft platform bodies or 6½ to 9½-ft pick-up bodies. Optimum capacity of hoist is 6 tons, and dumping angle is 45 deg. Unit's dual ram-type 4-in. cylinders are placed ahead of the truck rear axle. Mounting height is 8 9/16 in. Oil reservoir, manifold, remote control valve and PTO-driven pump are unit-mounted on hoist subframe. Operation is completely controlled from truck cab. *Hercules Steel Products Co., Galion, Ohio.*

CARTON CLAMP features a new narrow arm design which permits closer stacking of cartons. Clamp's articulation is accomplished through deflected metal construction of arm. Clamp can be built with pad reach up to 54 in. Standard pad height is 48 in. *Yale & Towne Mfg Co, 11,000 Roosevelt Blvd, Philadelphia 15, Penna.*

SPRING-LOADED OVERHEAD GUARD for fork trucks allows quick access to the engine. Rear support of the guard is a springloaded strut that swings up and out of the way, allowing hood to be tilted back for maintenance. Low height permits clearance of 7-ft door openings, and guard is narrower than truck to prevent damage. Comes in two models to fit both gasoline and LPG Clarklifts in size ranges from 2000 to 5000 lb capacity. *Industrial Truck Div, Clark Equipment Co, Battle Creek, Mich.*

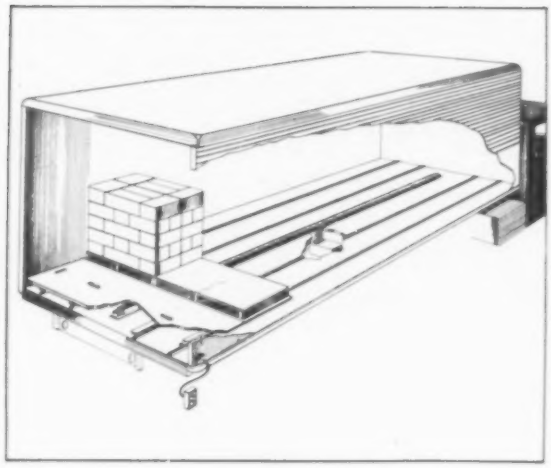
PAPER-ROLL CLAMP ATTACHMENT, designed to equalize pressure on roll, permits faster handling. Dual pads (10x8 in.) on each attachment arm distribute pressure evenly along sides of load. Portion of clamp arm between two pads is slotted to provide small degree of flexibility in arm. Capacities from 1250 to 6500 lb. *Yale & Towne Mfg Co, 11000 Roosevelt Blvd, Philadelphia, Pa.*

CRANE ATTACHMENT for portable lifts of 1000 and 2000-lb capacity and 56-in. lifts. Can be installed in field or furnished with new machines. Boom extension is adjustable to lengths of 30, 36 and 42 in. Once installed, attachment is demountable so lift can be used with standard forks or platforms. *Oster Mfg Co, Wickliffe, Ohio.*

WINCH HOIST made of high tensile aluminum alloy castings has a 2-ton capacity. Equipped with 25 ft of preformed aircraft wire rope, it permits a lift or pull of 12 ft double line, or 25 ft single line. Shafts and springs are of stainless steel and frame casting is designed to protect all working parts against damage. *Aluminum Products, Inc, Fort Lauderdale, Fla.*

TRUCK BUMPERS for mounting anywhere on a truck body help prevent damage to trucks, buildings and loads. Known as Flex-O-Rubber Truck Bumpers, they act as a cushion by absorbing the impact. Bumpers are constructed of a rubber-coated fabric which can be reversed, doubling life of bumper. *Bumpers, Inc, 2534 Detroit Ave, Cleveland 13, Ohio*

STRADDLE-TYPE STACKER has short turning radius that allows for greater maneuverability. Among new features are two-wheel drive, braking with handle in any position, and sealed alloy gears. Capacities: 2000, 3000, and 4000 lb. Telescopic lift up to 128 in. *Bohnett Co, Cincinnati 2, Ohio.*



Conveyorized Truck-Floor Kit

Motor-Vator conveyor kit for van or trailer floors can be installed in new or existing equipment. The kit consists of: (1) Conveyor chain assembly, which runs full body length and is powered by 12-volt battery motor (110-volt system optional). (2) Four tracks, two each side of conveyor chain channel assembly, running full body length. Rollers in these tracks are fastened to—(3) Plywood floor segments which are body width with a depth of 24 to 36 in. In addition to four sets of rollers on underside of floor segments, there's a "hook" which engages the conveyor chain, moving floor segment back and forth on the aluminum tracks. The floor segments act as a false floor on which pallets are placed. *H S Watson, 1316 67th St, Emeryville 8, Calif.*

BATTERIES FOR INDUSTRIAL TRUCKS. Maker claims increased amp-hr capacity in same space, because C&D Slyver-Clad cells make possible reduced sediment space—which, in turn permits use of longer plates. New Type HC replaces Type HA 66 amp-hr cell, provides 10% greater capacity in same space. New Type CMS, with rated capacity 55 amp-hr, is designed for low-profile truck (sit-down, center-control) which can usually accommodate cells rated at only 40 amp-hr. *C&D Batteries, Inc, Washington and Cherry Sts, Conshohocken, Pa.*

ADJUSTABLE SHELVING BRACKETS require no special tools. A flange sets on the floor, into which a pipe is inserted, and a similar flange at top of pipe adjusts to fit tightly against ceiling. Maker says Adjusto-Deck is a permanent installation, but is not fastened and can be easily dismantled. Shelves are accessible from both sides. New 15-in. size supports 2000 lb. *Walter Haertel Co, 2840 4th Ave, S, Minneapolis 8, Minn.*

RUBBER DOCK BUMPERS are molded of same type live rubber used in truck tires. Can be mounted on new or existing docks. Price for one to ten: $14. On larger quantities, the price is less. *Kelley Co, Inc, 2111 Mill Road, Milwaukee 9, Wis.*

POWER STEERING is now available on Hyster pneumatic-tired fork trucks in 3000 to 5000-lb capacities. Can be installed at the factory or in existing equipment. *Hyster Co, 2902 NE Clackamas St, Portland 8, Ore.*

FOUR-DIRECTIONAL FORK TRUCK has special arrangement of wheels that permits travel to left or right as well as backward and forward. One load wheel is a free-swiveling caster, the other is hydraulically adjustable to turn 90 deg for side travel. This arrangement permits handling 14-ft loads in 7-ft aisles. *Raymond Corporation, Greene, N. Y.*

Steel Racks for Trucks

Over-all loading and delivery time of bakery and other food-service trucks can be reduced by new steel racks. The racks prevent crushing, too. In standard sizes adaptable to most light delivery trucks, they can also be customized for special requirements. A heavy locking hinge at front of racks prevents contents from spilling forward when the truck makes a quick stop or rides a rough stretch of road. The racks are bolted to floor and roof of the truck and are held constantly in place under even the roughest driving conditions. They come equipped with roof angles and all necessary hardware. Angles and upright supports have die-cut corners and coined (round) edges. *Lockhart Manufacturing Co, Detroit, Mich.*

Load Hoist and Dumper

Tack-L-Hoist eliminates need for fork lift at job site or warehouse. Equipped with six forks or "fingers" at the rear, it picks up and carries palletized or stacked loads of cement blocks, bricks, etc. Or, with fingers removed and replaced with tailgate and sideboards, it becomes a dump truck for hauling loose materials such as sand and gravel. This new hoist can be mounted on almost any truck chassis, takes its power from the truck motor through transmission power take-off. It's a simple cable-hoist mechanism—no cams or double-acting linkage with hydraulic hose and cylinders to get out of order. Maker says it can be locked safely at any angle with worm-gear lock. *Tack-L-Hoist, Inc, PO Box 742, Bantam Ave, Butler, Pa.*

FIBER DRUM FOR DYES AND CHEMICALS has inner container of semi-rigid polyethylene. Both parts are reusable, and inner container can be coated with special anti-stick material. Steel bottom is raised 3 in. to permit storage in wet-floor areas. *National Steel Container Corp, Chicago, Ill.*

DRAGLINE CART WITH PRESSURE-SENSITIVE BUMPERS. Tow-pin is instantly raised and detached from dragline pin when cart touches worker or any obstacle in path. In optional type, cart brakes are automatically applied as pin is lifted. Bumper returns to normal position when obstacle is removed. *Safety Industries, Inc, PO Box 70, Easton, Pa.*

INTERLOCKING STEEL DRUMS can be unitized for palletless handling. Rolling hoops on 55-gal. Uni-Drums are slightly off-set—alternately raised and lowered on opposite sides—and interlock with hoops on adjacent drum. Available with variety of closures, accessories and sanitary linings. *Vulcan Containers, Inc, PO Box 161, Bellwood, Ill.*

FOUR-WHEEL CART WITH REPLACEABLE DECK (Model E Floor Master) is completely steel-bound for protection against wear. Hardwood deck replaced by removing six screws. *Lewis-Shepard Products, Inc, 125 Walnut St, Watertown 72, Mass.*

SHORT-LENGTH FORK TRUCK. Newest addition to Docker electric line (4000-lb capacity) is 71½ in. long less forks, operates in 63-in. intersections. Called Model FFEH-40, it's stand-drive type, and low rider platform (10½ in. off ground) permits 6-ft operator to clear standard 7-ft doorway. Rear control is said to provide better load visibility in high stacking. Lifting heights: 130 in. and 100 in., depending on mast. Previous Docker models are 2000 and 3000-lb capacities. *Automatic Transportation Co, 149 W 87th St, Chicago 20, Ill.*

WALKIE-STACKER WITH EXTRA-HIGH LIFT is available in three capacities: 2000, 2500, and 3000 lb. With 83-in. uprights, this electric stacker lifts 135 in. New shorter power head permits minimum right-angle aisle operations. Large battery compartment allows for heavy-duty work. Monolift type has 15 in. free lift, duo-lift has 68 in. Maintenance is simplified by quickly-removable drive wheel, and automatic lubrication of all powerhead parts. *Automatic Transportation Co, 149 W 87th St, Chicago 20, Ill.*

FOLD-BACK MAST ASSEMBLY for Yale gas industrial trucks (G-3 Series, 15,000 to 20,000 lb). Maker says fold-back operation requires about 30 minutes, needs only standard automotive type hydraulic jack and a kit consisting of two struts and two braces. Because of inherent speed and roadability, G-3 industrial trucks can be used over-the-road. Another new attachment for the G-3 stacks lumber at an angle so it will shed water when stored outdoors. Called Slope-Shift, it also picks up loads on uneven ground, or loads that have shifted out of position. *Yale & Towne Mfg Co, 11,000 Roosevelt Blvd, Philadelphia, Pa.*

INFLATED DUNNAGE BAGS (Brace-Fast) conform to irregular shapes and uneven stacking, adjust to changes in cargo spacing in transit. Rapid deflation at destination permits faster loading, and deflated bags can be returned flat. *New York Rubber Corp, 100 Park Ave, New York, N.Y.*

ELECTRIC FORKLIFT (L-S Model H), capacities 1000 to 2500 lb, features 24-volt system. It's rider type, designed for continuous operation with frequent starting and stopping. Has rearwheel drive, turns in its own length. Collapsed heights 68 or 83 in., with 102 or 132-in. fork elevations. High-pressure hydraulic system is said to use 50% less fluid than low-pressure types, lift faster with no increase in current draw. *Lewis-Shepard Products, Inc, 125 Walnut St, Watertown 72, Mass.*

Electrical

POWER TIP SPARKPLUG incorporates same dual-heat range design as the Resistor Spark Plug with Power Tip. New plug is available for most makes of cars with overhead-valve engines. A natural refrigeration action at high speeds keeps Power Tip cool, protects against pre-ignition that can damage a piston. *Electric Auto-Lite Co. Toledo 1, Ohio*

MAGNETIC CRANKING SWITCHES feature non-chattering design; completely enclosed, waterproof construction, heavy-duty contacts; lightweight, fast-action plunger. Available in 6, 12, 24 and 32-volt models. *Leece-Neville Co, 1374 E 51st St, Cleveland, Ohio*

IGNITION ANALYZER is a precision instrument for 6 or 12-volt—used to detect cause of shorts, grounds, leakage in wires, cracked distributor caps, or coil towers. *Bee Line Co, Davenport, Iowa.*

ULTRA-COMPACT CHARGER, type PC-10B, provides charging rates of 100 amp at 6 v, 50 at 12 v. Case is 9 1/16 in. by 10 7/8 in. by 8 in., weighs 37 lb. Featured is silicon rectifier. *Willard Storage Battery Div, Cleveland 1, Ohio.*

VAPOR-PROOF DOME LAMPS (models B-50D and B-70D) are aluminum with baked enameled bodies. Maker claims resiliant rubber socket grommet seals socket, absorbs bulb vibration, and holds bulb firmly. *Betts Machine Co, Warren, Pa.*

STALLED ENGINES are automatically started with MONDAK model 300. Unit supplies double electrical power at proper voltage to start 6 or 12-volt vehicle. It becomes integral part of service truck's electrical system and is permanently kept at full charge by truck's generator. *Mondak Products Co, Inc, 5758 W Armitage, Chicago 39, Ill.*

SIGNAL CONVERSION SWITCH, Sigflare No. 900, services 6, 12 and 24 volt vehicles and installations, including parking stop-light conversions. Features three pilots indicating switch operation and automatic tail-light control. *Signal-Stat Corp, 523-539 Kent Ave, Brooklyn 11, N. Y.*

3-UNIT TEST LEAD KIT simplifies and speeds electrical testing. Auto-Test No. TLK-10 kit consists of three leads in 12, 18, 24-in. lengths—each equipped with 1½-in. cadmium-plated, color-coded clip. Maker claims it permits "jumping" any part of electrical system, and is useful for "jumping" voltage and current relay in charging circuit testing. Price $1.95. *Auto-Test Inc. 600 S Michigan Ave Chicago 5, Ill.*

UHF BASE STATION RADIO TRANSMITTER has 12-db power increase said to double the area of coverage. Maker claims increased signal saturation cuts down dead spots. Engineered to deliver up to 250 watts, unit operates in 450-460 mc band. *General Electric Co, Electronics Park, Syracuse, N. Y.*

BULB AND FUSE KIT (B-103) holds two dual sealed-beam units (No. 4001 and 4002) with bulbs and fuses cushioned in rubber. Sealed-beam units are held in place by wire holders, permitting quick removal. *Anthes Co, Box 177, Fort Madison, Iowa.*

VOLTAGE REGULATOR plugs into a 110-volt 60-cycle ac circuit, mounts three 2-amp outlets for portable tools. Six-step control compensates for voltage drop to maximum of 50 volts, so tools can operate at rated power. Meter shows output voltage. *Easco Products, Box 578, Ypsilanti, Mich.*

OSCILLOSCOPE, designed for automotive engine analysis, features multi-line presentation and signal-clip technique. Unit is for small services and garage which do light tune-up work. Pinpoints troubles as fouled, misfiring or open sparkplugs; and defective coils. Price: $495. *Allen B. Du Mont Laboratories, Inc, 750 Bloomfield Ave, Clifton, N. J.*

Engine Electronic Device

Known as the EnginScope, this device offers a multi-line presentation—one line of light directly below the other in the exact firing order of the engine. This allows detection and location of engine ailments by cylinder comparison. Among the ailments which unit detects are fouled, misfiring, open or shorted sparkplugs; defective coils, condensers, wiring and switches; worn distributor cam and shaft bearings; timing and operation of intake and exhaust valves; and burned distributor points. Instrument may be operated from a 117 volt ac source or from the car's battery during road testing. Instrument leads are attached to ignition system by spring clips. *Allen B. Du Mont Laboratories, Inc, 750 Bloomfield Ave, Clifton, N. J.*

Electronic Engine Analyzer

Known as Snap-On Analoscope, this oscilloscope forms an easy-to-understand trace pattern—one any mechanic can understand and use with brief instruction, maker claims. Provides complete analysis of cam angle, distributor wear, condenser and sparkplug action, ignition reserve, and valve action. Analoscope features include ignition reserve test showing the difference between carburetor and ignition trouble; 110 volt or off car battery operation—needs no power pack; both horizontal or vertical amplifications; a complete firing cycle of any single cylinder, all 4, 6, or 8 at once or one after the other; and a power timing light and a full set of sparkplug adaptors at no extra cost. *Snap-On Tools Corp. 8052-H 28th St., Kenosha, Wis.*

LP-Gas Adapter

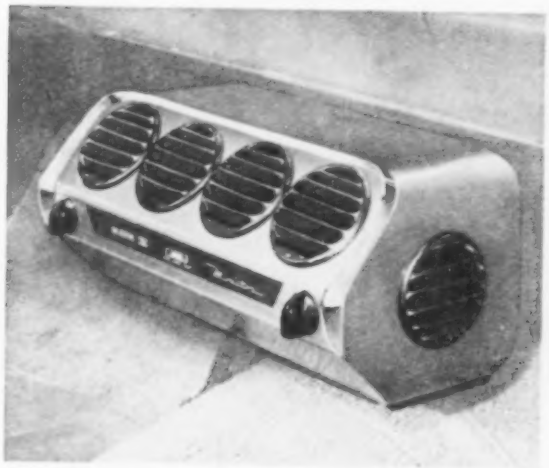
Adapter converts four-barrel carburetors to combination (LP-Gas and gasoline) operation. Suitable for all Ford, Chrysler and GMC products except Ford-6 and six-cylinder '57 and '58 Chevrolets. Unit is built into dry bath cleaner replacing standard factory air cleaner. Metering device is said to maintain exact ratio of gas to air, and, assure starting and trouble-free performance in all driving conditions. *Marvel-Schebler Div, Borg-Warner Corp, Decatur, Ill.*

Squeeze-Bottle Graphite

Trademarked Petco, this powdered graphite lubricant comes in handy plastic container. Container is made of polyethylene plastic and has a bellows-acting bottom. Manufacturer claims container's bottom assures the user of getting every drop of lubricant out of tube. Petco top is designed to reach hard-to-get-at places. Petco oilless graphite is for use on locks, hinges, etc. Retails for 29c a tube in hardware and auto accessories stores. *George F. Pettinos, Inc, 1206 Locust St, Philadelphia 8, Pa.*

LP-Gas Adapter-Mixer

"Imperial 300" is used on four-barrel carburetors on combination LP-Gas and gasoline systems. Unit is self-contained mixer assembly and dry-bath air filter, designed to attach to gas carburetor in place of existing air cleaner. Maker says installation is easy. No idle plate is required and installation is a matter of removing air cleaner and mounting the unit on top of carburetor by means of adapter. *Amerian Liquid Gas Corp, 1109 Santa Fe Ave, Los Angeles 21, Calif.*



Auto Air-Conditioning Unit

Mark IV's 1958 Monitor dash unit is constructed to fit under low dash boards. Positive control of air direction is achieved through six louvered outlets, rotatable through 360 deg. Cool air can be concentrated on one seat or spread evenly through car. By turning knob on front of case, discharge air temperature may be varied as much as 30 deg or more. Once set, the control is said to hold selected temperature without fluctuation. Monitor's twin squirrel cage blowers, controlled by rheostat switch, replace propeller fan used on most car units. Featured is Monitor Beacon, an illuminated signal on front of case that indicates when clutch is on and when unit is cooling in proper range. *John E. Mitchell Co, Dallas, Texas.*

Truck Van Body

Known as the "Champ," this truck van body has a low weight achieved by stressed-skin construction. Weight is approximately 100 lb per foot of length on standard models, and slightly higher on the extra-high-cube models. Bodies are available up to 91½ in. in width, and to 90 in. in height. In length, the vans measure from 9 to 24 ft. To give the body its strength, designers utilized Monocoque (stressed skin) principles. Heat-treated aluminum side sheets are structurally riveted to extruded Z-stiffeners and to high-strength extruded aluminum alloy corner posts and longerons. Maker claims this line of Champs will enable distributors to install dry freight or insulated bodies of any length. *Dorsey Trailers, Inc, Elba, Ala.*

Lubes & lube equipment

NEW AUTOMOTIVE OIL is said to check engine sludge and deposits under all types of driving conditions. Called RPM Supreme, this oil is especially useful in stop-and-go-driving. It offers high speed, high temperature performance, according to maker. *Standard Oil Co. of California, San Francisco 20, Calif.*

AIR-OPERATED GREASE GUN operates by compressor hose attached to base of handle through ¼-in. female pipe thread. It develops 1400 to 9500 lb greasing pressure when attached to air compressor with 30 to 150 lb pressure range. Nozzle swivels 360 deg. Other features include floating piston, spring priming, and pre-tapping for bulk loading from a dispenser. Two models are available—one for cartridge loading and another for bulk loading grease. *K-P Mfg Co, 1226 Linden Ave, Minneapolis, Minn.*

SILICONE RUBBER LUBRICANT, with spout dispenser, protects rubber parts of car. "Whip" comes in liquid form, designed for use on weather-strips, spring shackles, and trunk lid gaskets. It also prevents doors, trunk lids and other parts from freezing shut, or sticking when car has been locked for long time. *Marblehead Chemical Co, 129 Water St, Danvers, Mass.*

DIESEL FUEL FILTER, for Fleetmaster dispensing pumps, has elements with initial rating of 25 to 40 microns, providing maximum filtration as fuel is dispensed. Attached to hose outlet elbow, filter is exterior-mounted to provide easier access. Also available as kit for installation on existing equipment. *John Wood Co, Bennett Pump Div, Muskegon, Mich.*

FUEL MIX is used as gas tank additive or poured down the carburetor throat. Maker says it lubricates oil-starved parts, frees stuck valves and rings, and insures freer action by cleaning valve stems and guides. It's also said to reduce carbon deposits and dissolve harmful gums in the combustion chambers. *Gumout Div, Pennsylvania Refining Co, 2686 Lisbon Rd, Cleveland, Ohio.*

MULTI-PURPOSE, GREASE-TYPE LUBRICANT, known as Auto-Lube "A," is a general-purpose, medium-density lubricant designed for use on chassis, wheelbearings, universals and other car parts. Has high-film strength, low cold test, and high melting point. Said to be waterproof. *Lubriplate Div, Fiske Bros Refining Co, Newark, N.J.*

FUEL-OIL HOSE, with two or three braids of rayon, permits free flow when hose is reeled up as much as 75%. Tube and cover are said to remain flexible at temperatures 40 deg below zero. Sizes from 1 to 1½ in., with maximum working pressures ranging from 150 lb for two-braid type, to 200 lb for three-braid type. *Goodyear Tire & Rubber Co, Akron, Ohio.*

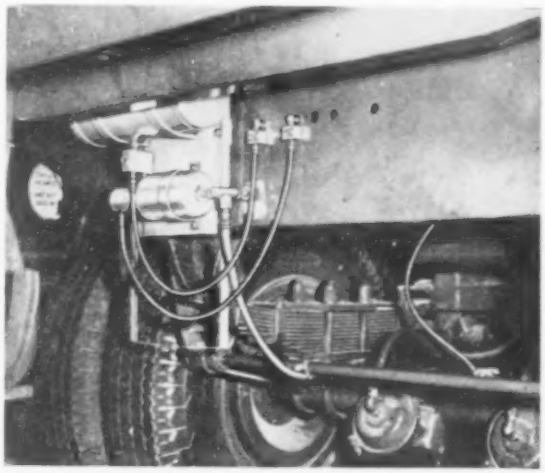
WHITE LUBRICANT, called White Lube, is said to combine requirements of all single-purpose greases into one all-purpose lubricant. Works with effectiveness at all temperatures—from a high of 375 deg to sub-zero. *Petroleum Solvents Corp, 331 Madison Ave, New York 17, N.Y.*

HYDRAULIC-JACK OIL for jacks of all makes and models. For use with company's Jack-Pack repair kit, it comes with illustrated instructions for proper method of filling and bleeding any hydraulic jack. Maker says it is even-flowing at all tempertures, non-foaming, and rust and sludge-inhibited. *Jack-Pack Mfg Co, 2115 N Marianna Ave, Los Angeles, Calif.*

TWO-CYCLE ENGINE OIL. Fortified against plug fouling and engine wear, maker says it protects against rust in crankcase and won't form deposits. Also keeps exhaust ports unobstructed. Said to mix with all types of gasolines. *Gumout Div, Pennsylvania Refining Co, 2686 Lisbon Rd, Cleveland, Ohio.*

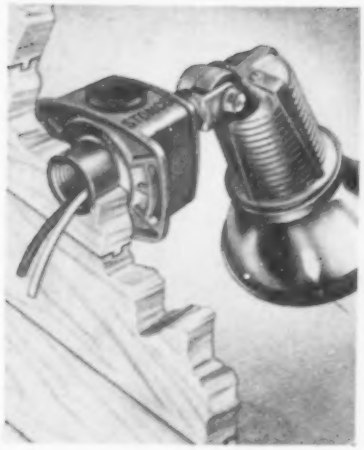
Detachable Tractor Boom

This boom operates in conjunction with a winch, is fabricated of channel and bar stock, and can be mounted or removed in minutes. It is a useful attachment for users who have occasional need of lifting or transporting heavy equipment over short distances, maker claims. The winch, with power take-off connected directly to transmission, has capacity of 7000 lb. Can be used with or without boom. It is available on the company's line of "Huskie" (3000 to 4000 draw bar pull) and "Super Huskie" (4000 to 5000 draw bar pull) gas or LP Gas tractors. Tractor models use the Chrysler six cylinder industrial engine, with single-plate 10 in. heavy duty clutch. *Mercury Mfg. Co, 4700 W Division St, Chicago 51, Ill.*



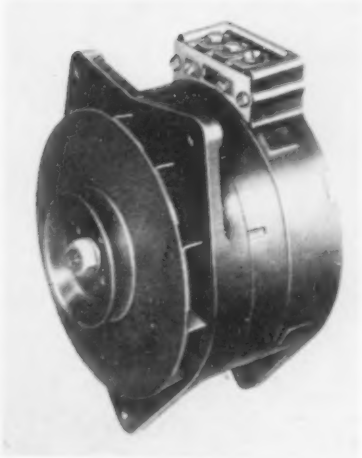
Centralized Lube System

"Accumite" is a low-pressure, positive displacement type of lube system used on machinery and equipment which have numerous bearings and limited installation space. Heart of the system is a miniature, positive displacement type metering valve, which services each bearing individually. This valve delivers a specified amount of lubricant to each bearing connected in the system regardless of bearing clearance or distance of bearing from the pump. It is designed to eliminate lubricant drainage from the system, when the machine is idle. It can lubricate each of 46 chassis points of a tractor-trailer combination while the vehicle hauls payloads—no downtime for lubrication. *Stewart-Warner Corp, Diversey Pkwy, Chicago, Ill.*



Floodlighting Fittings

These floodlighting fittings for building facades and parking areas include surface-wall and thru-wall mountings. Fittings for pole or surface wall-mounting attach to existing outlet box already installed, but also have simple accessories that make separate splice boxes unnecessary. Made of die cast aluminum, floodlight fittings are tapped ½ in. to accommodate lampholders or conduit, and are fully approved for outdoors use. *Stonco Electric Products Co, Kenilworth, N. J.*



Alternator System

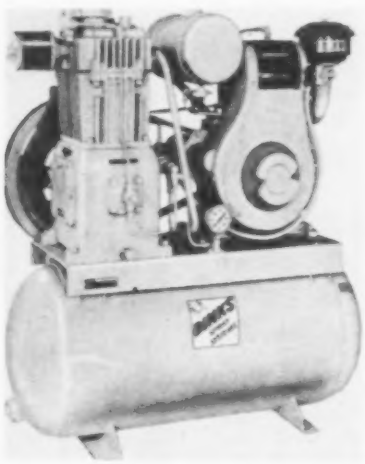
Now compact system can be used as replacement for conventional 12-volt generator systems on cars, light and medium trucks needing high output at curb idle with greater output throughout the entire speed range. Includes three units; high-output alternator that generates current; rectifier that converts ac to dc; regulator that controls voltage with-in 2/10 volt. Has no commutator or heavy current carrying brushes. Output is 50 amp. *Leece-Neville Co, 1374 E 51 St, Cleveland, Ohio*

Buffing Kit

New Dillectric "Tougher-Buffer" outfit contains an electric buffing tool plus 14 cans of various-size patches. The heavy-duty buffer is claimed to prepare tubeless tires and tubes for adhesion of heat-vulcanized and cold-cure patches. The complete kit includes: 7 cans of nylon-reinforced patches for tubeless-tire puncture repairs up to ¼-in; 5 cans of small diamond patches for tube repair up to ½-in; 2 cans heavy-duty patches for repair of holes, cuts. *Dill Mfg. Co, 700 E 82 St, Cleveland 3, Ohio.*

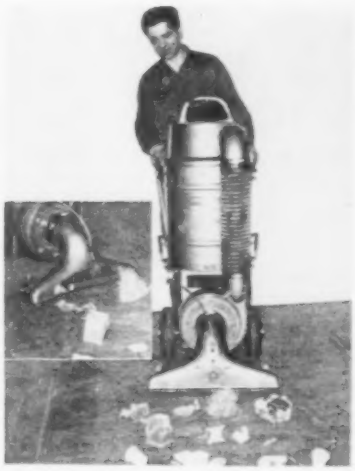
Tire Changer

The "3-Star Tireman," manually operated, is said to cut tire-changing time by minutes and handle all size wheels from 12 to 21 in. Machine reduces effort required to loosen beads. Bead breaker works on cam-action principal, giving more than 50% greater lift and 30% more leverage, maker claims. Bead-loosener shoes on changer are wide, steel arcs that force beads while eliminating possibility of damage. Used for both tubeless and conventional tires. *Coats Co, Fort Dodge, Iowa.*



Air Compressor Unit

Air Compressor unit (Model 33-1039) for truck tire servicing, can be mounted in the back of small pickup truck. This two-stage tank-mounted unit has a 30-gal tank built to ASME specifications for 200-lb working pressure. VD constant-speed unloader maintains tank pressure from 165 to 175 psi. Starting unit is enclosed in dustproof crankcase and equipped with a combination intake filter and silencer. Unit is powered by 7.5 hp gas engine. *Binks Mfg. Co, Chicago 12, Ill.*



Cleaner Attachment

Opened by remote control, Litterdoor attachment picks up bulky objects such as paper cups and milk cartons. It's part of the pickup nozzle on the Floormobile Suction Floor Cleaner. As machine cleans, operator opens Litterdoor without stopping or slowing down. The Floormobile cleans at a rate of 20,000 sq ft an hour and is also able to pick up even metal turnings, rubber and steel scraps. Clean without stirring dust into the air. *Handling Devices Co, Inc, Brookline 47, Mass.*

Hand tools

SAFETY BALL PEEN HAMMER (Model No. 316) designed to minimize chipping of critical areas and assure safety for users. Head is drop-forged, hardened and tempered on face and peen. Weight ranges from 4 to 40 oz. *Stanley Tools, Div of Stanley Works, 111 Elm St, New Britain, Conn.*

CUSHION-GRIP on screwdriver is made of neoprene rubber and is permanently bonded to a tough amberlite handle. It is shockproof, and will not slip in hand. Available in four styles, from $1.00 to $2.70. *Bridgeport Mfg Corp, Bridgeport, Conn.*

GASKET GUIDES are thin-walled plastic sleeves, flanged at one end like "topless top hats". One is placed in each bolt hole from gasket side, while pan bolt is inserted from pan side. This exactly aligns gasket with pan, holds it tightly in place regardless of juggling to get pan into position. As bolts are tightened the guides are compacted around the threads, forming a seal against oil seepage. *P & G Manufacturing Co, 305 NE Russell St, Portland, Ore.*

COMBINATION PULLERS are available in single puller. New pullers can be changed from two-jaw to three-jaw by simply shifting one jaw and adding another. When pressure is applied grip tightens. They will not slip off work, maker says. Available in sizes from 6 tons through 14 tons capacity. *Owatonna Tool Co, 304 Cedar St, Owantonna, Minn.*

WRENCH FOR REMOVING "SPIN-ON" OIL FILTERS. Called Grip Wrench, it permits servicing without waiting for filter or engine to cool. Zinc-plated for long life, Model GW-1 Wix Grip Wrench is adjustable for 3 to 4½-in. diameter filters, and it features a non-slip rubber lining. *Wix Corp, Gastonia, N. C.*

HEAVY-DUTY BOX WRENCHES. Nine new sizes have been added to OTC line for work on crawler and earth-moving tractors, turbines, generators. Now sizes range from ¾ through 3½-in. opening, and all are available in straight-handle series with handle extensions. Most are available in 15-deg offset or double-offset series. *Owatonna Tool Co, Owatonna, Minn.*

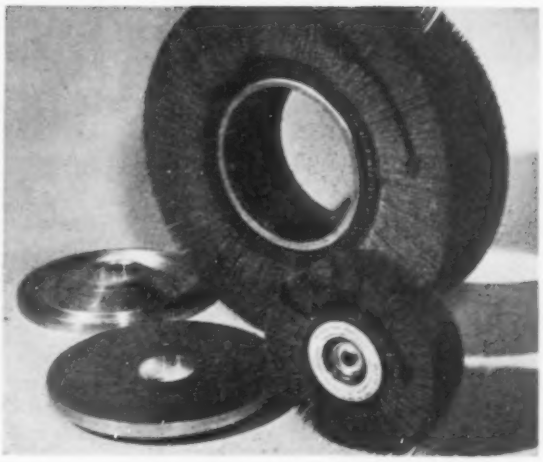
NEW LINE OF ADJUSTABLE WRENCHES (S-K/Lectrolite) offers three design improvements: larger knurl; jaw designed to give true hex fit at all openings; with jaw closed, no protrusions at the head. *Lectrolite Tools, Defiance, Ohio.*

TWIST-DRILL EXTRACTOR which provides quick and sure withdrawal of broken twist drills from their holes, requires only normal hand pressure. The standard set of five extractors, size 5/32 in. to 1 in. in a zippered plastic pouch, sells for $14.95. *Eagle Metal & Tool Corp, 150 Broadway, New York 38, N. Y.*

SLIP-ON HAMMER HEADS convert any hammer in a matter of seconds to a rubber mallet. Slip-on mallet heads are made of two different durometers of rubber—slip-on portion is soft for easy form fitting, and the striking area is slightly harder to work efficiently. Three sizes are available to fit practically all hammers. Color-coded for easy identification. Price 98¢. *W. J. Ruscoe Co, 485 Kenmore Blvd, Akron 1, Ohio.*

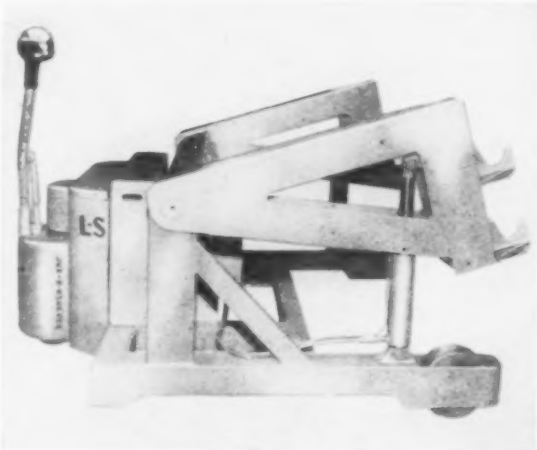
SUB-MINIATURE SOCKET WRENCHES, have an over-all length of 1½ in. and come in seven sizes ranging from 5/64 in. to ¼ in. The smallest size fits the smallest commercial nut made, maker claims. Those who like their miniature tools in permanent handle can get wrenches attached in plastic. *Desco Mfg Co, 551 W Glenoaks Blvd, Glendale, Calif.*

RATCHET BOX WRENCH is available in the popular ⅝-in. and ¾-in. hex openings. The tool is 7⅞ in. long; ratchets are reversed by simply pressing the ratchet lock behind the heads. *K-D Mfg Co, Lancaster, Pa.*



Abrasive Flap Wheel

This new flap wheel has been developed for polishing and finishing contoured, as well as flat metal surfaces. Constructed of hundreds of pieces of coated abrasive cloth with a stiffened construction, it is said to resist pressure, giving production rates and a useful life not hitherto available in wheels of this type. The flap wheel is furnished with aluminum-oxide or silicon-carbide abrasive in a wide range of grit sizes, a variety of hole sizes and in wheel sizes from 6x1 up to 16x6 in. Manufacturer says it may be used on any standard bench grinder in place of a wire brush, for the many small polishing jobs required in the ordinary garage, and can serve in the body shop to clean up solder jobs or rusty panels. *Behr-Manning Co, Troy, N. Y.*

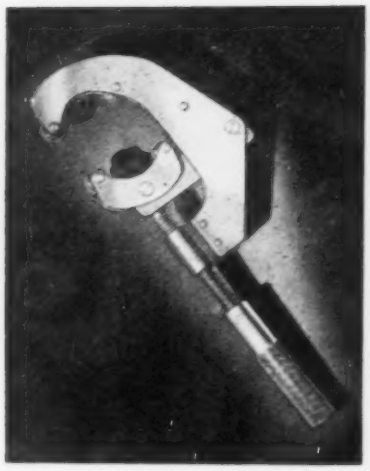


Cable-Reel Handler

Electrically powered "walkie" truck handles cable reels of varying sizes—from 35 in. to 90 in. diameter. Maximum reel width is 68 in. No manual adjustments of lifting hooks required for full range of diameters. Twin hydraulic cylinders, one attached to each lifting arm, are synchronized to lift simultaneously. Lifting and lowering controls, as well as brake, traction, direction and horn controls, are located in the handle head. For peak maneuverability, the truck operates with handle in full vertical position. The unit is powered by an electric storage battery. Operator simply operates controls and guides unit as he walks along with it. The truck is available in capacities up to 20,000 lb. *Lewis-Shepard Products Inc, Watertown 72, Mass.*

GMC's New Air-Suspension Highway Tractor

The GMC model DR862 incorporates air suspension and the liberal substitution of aluminum for steel. This accounts for the tractor's low weight—only 11,000 lb, which includes weight of fifth wheel, 100-gallon fuel tank, ICC equipment, and driver. The 90 in. bumper-to-back-of-cab tractor also includes GM 6-71 diesel engine that develops 190 hp at 2000 rpm. Pulling gross hp at such low rpm provides new operating economy and longer life, claims the maker. Standard GCW is 65,000 lb and GVW is 30,000 lb, but optional 11,000 lb front-axle raises GVW to 33,000 lb. Standard components include: 5-speed, overdrive synchromesh transmission; 9000-lb tubular front axle; 22,000-lb two-speed rear axle. Optional transmission-axle combination is a 10-speed transmission with single-speed rear axle rated at 22,000 lb. Wheelbases of 140 and 164 in. provide CA dimensions of 78 and 102 in. respectively. *GMC Truck and Coach Div, General Motors Corp, 660 S Boulevard E, Pontiac 11, Mich.*



Exhaust Pipe Cutter

This new cutter, called "Spee-D-Kut," was developed to replace the old fashioned hacksaw method of removing exhaust-pipe system. It features a streamlined frame, which is claimed to provide ample clearance for operation in hard-to-get-at places. Four tool steel rollers adjust automatically to cut pipes from 1¾ in. to 2½ in. in diameter. Manufacturer claims cutter is particularly helpful in removing welded exhaust assemblies where muffler is cut from pipe. *Walker Mfg Co, Racine, Wis.*

Multi-Purpose Attachment

This five-in-one handling attachment eliminates time spent changing from one attachment to another. It includes: side-shifter, lift extender, carton lip, finger lift, and a pair of hinged forks. As shown here, it's mounted on a 2000-lb chassis with maximum 1000-lb capacity at 24-in. load center. Overall height, with masts nested, is 83 in. Forward tilt is 5 deg. It stacks up to 214 in. on forks, 234 in. with finger lift, 248 in. to top of upper carton lip. *Baker-Raulang Co, 1250 W 80 St, Cleveland 2, Ohio.*

Electric Buffer

This new slow-speed heavy-duty electric Supreme buffer is adapted for buffing tubeless tires and tubes in preparation for puncture repairs. Its fine wire buffing brush is claimed to thoroughly clean and roughen area to be repaired. Slow-speed motor prevents rubber from scorching. Electronic-balanced armature is said to give longer wear through reduced vibration. Both ends of reducing gears are encased in greaseless housings. *H B Egan Mfg Co, PO Box 1406, Muskogee, Okla.*

New High-Lift

The mast on this electric Elbolift truck has been completely eliminated. Load is raised in same way as conventional bucket-type loader, but travel path is straight up and down—not an arc. Maker claims Elbolift provides greater visibility and safety, and maneuverability. Can be used with forks, platform, or other special-type handling devices. Available in capacities from 12,000 to 20,000 lb. The 15,000-lb model shown here lifts up to 120 in. *Automatic Transportation Co, Chicago 20, Ill.*

Power tools

LIGHTWEIGHT AIR HAMMER is designed for cutting metal with cold chisel, scaling and cleaning welded joints, grooving steel or cast iron. The new Big Bully air hammer Model SPI200 weighs 50 oz. Other uses are finishing and forming light metal and cleaning castings. Tool attains full speed and power on less than 7 cfm, doesn't require large-volume compressor. It measures 6 in. long and consumes 6.5 cfm of air at 1500 psi. Operated with one hand, power is from 0 to 9000 blows per minute. *Superior Pneumatic & Mfg Co, Inc, Cleveland 25, Ohio.*

AIR POWER RIVETER has an 8-in. throat and handles solid brass, copper or iron rivets up to ⅜ in. size. Available in bench and deluxe floor models. *Barrett Equipment Co, 21 and Cass Ave, St. Louis 6, Mo.*

AIR JACK is constructed of aluminum alloy. In pairs, jacks have 3-ton lifting capacity maximum at 175 lb air pressure. Collapsed height is 14 in; total height 19½-in; ram stroke, 5½-in; weight, 22 lb. *Bear Mfg, Co, Rock Island, Ill.*

POWER WRENCH (Size 402 Select Air Impactool) has built-in air regulator, calibrated to permit operator to adjust air flow and select power needed for job. Weight is 4½-lb; overall length, 5-13/16 in; average air consumption, 2½-cu ft. Features trigger control, natural-grip handle, and rubber nose to seal out dirt. *Ingersoll-Rand Co, 11 Bway, New York, N.Y.*

IMPACT DRILL ATTACHMENT for masonry, fits into chuck like a drill bit. Masonry bit fits into the attachment and is secured with set screw. Weighing only 20½ oz, it adds 4¾-in to length of electric drill. Fast drilling speed is said to result from inner can action that gives bit a hammer-like blow every half revolution. *Ideal Industries Inc, 3052 Park Ave, Sycamore, Ill.*

ELECTRIC HAMMER, called Super Slugger, has a head that rotates 180 deg to place barrel at either top or bottom. Featured are neoprene blocks to give extra snap to the 3000 blows per minute delivered by hammer. Light in weight (8½-lb), Super Slugger is portable and can be operated by one hand. *Super Slugger Co, 1020 Bway, Bedford, Ohio.*

AIR IMPACT WRENCH. With 90 lb air pressure at wrench, Sioux Model No. 315 delivers 130, and No. 317 delivers 185 torque ft-lb in ten seconds. Power regulator permits running a series of nuts down to same degree of tightness. No. 5 setting gives full power to blast rusted and frozen nuts. *Albertson & Co, Inc, Sioux City, Iowa.*

TORQUE WRENCH. A new series of adapters increases the range of conventional wrenches up to 900 ft-lb. Adapter and accessories are interchangeable. Box end openings are available from ¾-in to 2½-in. *P. A. Sturtevant Co, Addison, Ill.*

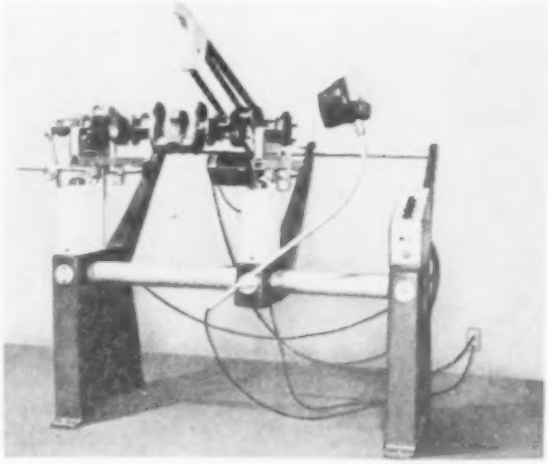
TIRE-REPAIR KIT. Dillectric Speed Patch Kit (No. 6646) includes: E Z Power buffer; No. 6605-20 large diamond patch for heavy-duty tube repairs; No. 6606-40 small diamond patch for tube punctures up to ½-in; No. 6626-25 nylon-reinforced patch for tubeless-tire punctures up to ¼-in. *Dill Mfg Co, 700 E 82 St, Cleveland 3, Ohio.*

BALL-BEARING DRILL ATTACHMENT, weighing 11 oz, can transform any ¼-in electric into a hacksaw, jigsaw or a coping saw. This unit replaces an old sleeve-bearing model. Up to 9/16-in. is provided for chip clearance, and a specially designed cam reduces saw speed to half drill speed. *Aladdin Mfg Co, 128 Wirthman Bldg, Kansas City, Kan.*

RAM ATTACHMENT facilitates changeover from a tapped head to a plain hole head on OTC Power-Twin Rams. Inserts are available for all four Power-Twin Rams: 17½, 30, 50, and 100 ton. *Owatonna Tool Co, 304 N Cedar St, Owatonna, Minn.*

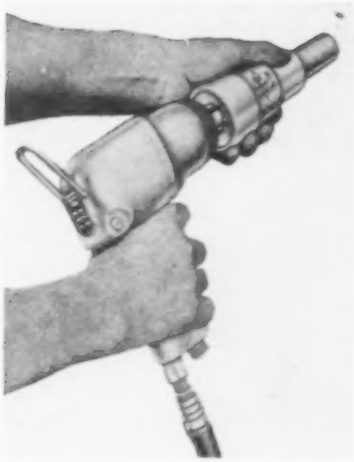
Bus Towing-Saddle

Known as the Holmes TS-55, the saddle is operated by attaching the anti-sag chain of the towing saddle to a truck or bus axle and securing the vehicle for fast and safe towing. Unit is constructed with lifting arms and sloping platform-type supports to prevent damage to the front end of the vehicle during lifting and towing operations. Although developed for use with a Holmes 650 or 850 wrecker, the equipment may be used with any wrecker of suitable capacity and design. Easily installed, it may be readily attached to or detached from the tailgate on the standard Holmes platform-type body. This unit also permits the operator of a heavy-duty wrecker to pick up and tow large buses. *Ernest Holmes Co, 2505 E 43 St, Chattanooga 7, Tenn.*



Low-Cost Electronic Balancer

This lightweight, precision balancer has weight and size ranges for specific use in automobile and truck engine rebuilding, plant maintenance, and short-run production lines. Model 702 is capable of balancing to .004 in. ounces all rotating parts weighing between ¼ lb to 300 lb, with diametral range from ¼ in. to 30 in. This new unit "fills the gap" between two heavier balancers with weight limits to 1000 and 5000 lb and diameters from 1 in. to 68 in. Advantages include: fast set-up—less than two minutes; no special fixtures or tooling needed, from one job size to the next; no critical alignment, for trunnion bearings are automatically aligned by springs in flexure; and no couplings to drive are required. *Stewart-Warner Corp, 1826 Diversey Pkwy, Chicago 14, Ill.*

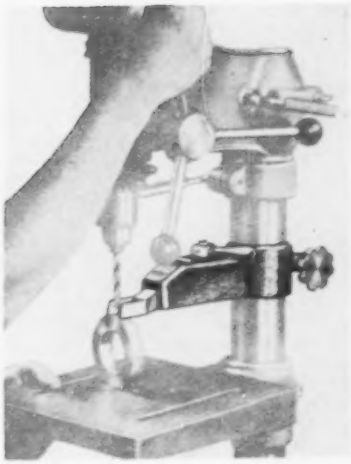


Nut Accumulator

Together with an impact wrench, the Sioux Pelican can spin ten nuts off and back on again. It will hold ten ¾-in. or 13/16-in. hex nuts, either 7/16-in. or ½-in. thread. The center stem with its load of nuts is easily removed and another empty stem installed in its place. Unit used with any air or electric impact wrench with ½-in. or ⅝-in. drive. Has simple mechanism with few moving parts, and saves labor previously spent handling nuts. *Albertson & Co, Inc, Sioux City, Iowa.*

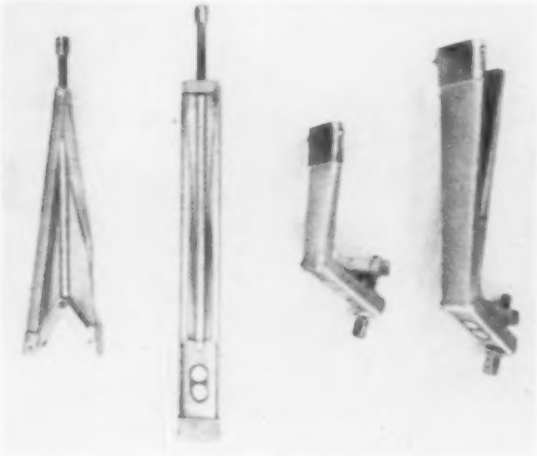
Electric Tachometer

Portable precision electric tachometer for both driving and tune-up, works on any 4, 6, or 8-cyl engine. No sender unit or cable is required. Only connections needed are two 9-ft clip-on leads which go to posts of distributor. It has a magnetic base which adheres to any steel surface. Model 30 can be used with 6 or 12-volt ignition or magneto. Shows 0-6000 rpm on 8-cyl engine, 0-8000 rpm on 6-cyl engine—by doubling 8-cyl engine can be used on 4-cyl engine. *Dixson Products Co, Vashon, Wash.*



Drill-Press Attachment

Called Sta-Put, this attachment is designed to hold work firmly in place while forked end permits entry of drill. The split collar of this attachment can be easily attached to a drill column and is quickly adjusted to hold almost any shape securely in desired alignment with drill. It is also available with wheel or lever handle. Manufacturer claims that, in addition to saving time, it eliminates slipping, reduces drill breakage and spoilage of expensive material. *Cincinnati Tool Co, Cincinnati 12, Ohio.*



Close-Quarter Body Tools

This set consists of four tools: two close-quarter jacks shown at top, and two expanding spoons at the bottom. Units are made of Dynalloy high-tensile steel and welded with stainless steel rods for extra strength. Screw ends are operated with a ⅞-in. box end wrench or any ½-in. drive universal wrench. The small jack is 22 in. long; the large jack is 30¼ in. long; the small spoon measures 14 in. in length; and the large spoon measures 22 in. in length. The jacks are used to push out close-quarter dents in fenders and doors. Spoons are used to take care of rear fenders and trunk lids. Maker claims complete control because power application is gradual. *Associated Industries & Mfg Co, 15340 Brookpark Rd, Cleveland 11, Ohio.*

Growler and Armature Tester

This unit, designated Model Gat-6, includes: double winding which provides two different flux densities without resistors; 115-volt single phase, ac-series test light; large easy-to-read meter dial; "bar-to-bar" 2-pronged test prod; 4-position switch to accommodate all tests; and neoprene-covered test prod leads. Auto Gat-6 is 4 x 10⅜ x 8½ in. high at the highest point, weighs 12 lb, and base is equipped with 4 semi-sphere rubber "legs." It enables mechanic to locate troubles such as coil short circuit, reversed connections, transposed leads, and incorrect number of turns. Double winding is said to provide sufficient flux density to measure starter-generator armature conditions. *Auto-Test Inc, 500 S Michigan Ave, Chicago 5, Ill.*

Shop equipment

WELDING REGULATORS, (Series 8100), are specifically engineered to meet flow-rate demands of such operations as heating, heat treating, lead burning, welding cutting, flushing molten metals, and inert-gas shielded arc welding. Designed to provide a substantially higher delivery rate and to maintain a more constant delivery pressure. *Air Reduction Sales Co, 150 E 42 St, New York 17, N.Y.*

VITRIFIED GRINDING WHEELS for all types of applications. Claimed to insure maximum accuracy and uniform results from wheel-to-wheel. Standard sizes from 3 to 42 in. diameter, with special sizes and shapes available. *Simonds Worden White Co. 1101 Negley Pl, Dayton 7, Ohio.*

TRAILER HITCH, (Model No. 590), for on and off-highway use, is fully automatic swivel pintle type, to accommodate 2-in. drawbar eye. Breaking strength is more than 80,000 lb and weight is 27 lb. By lifting locking lever, hook is unlocked so that truck may be driven away without lifting trailer tongue. *Premier Mfg Co, Portland, Oregon.*

STEAM-CLEANING MACHINE. New Jenny Steam Cleaner, Series 750, is available in two models, one gas-fired and one using kerosene. Delivers approximately 75 gph cleaning solution at 60 to 100 lb working pressure. Roll-around unit features instant starting and steaming with full operating pressure developing within three minutes. *Homestead Valve Mfg Co, Coraopolis, Pa.*

ENGINE-COMPRESSION TESTER. Adapters for Universal Compression Tester are said to be leak-proof, positive-fitting, and easily attached to cylinders. Hoses fit 14 and 18 mm sparkplug openings, and a long starter-switch lead facilitates movement about vehicle. Gage is read by pushing thumb switch in handle and is scaled 0-300 psi, in 5 psi increments. *Sun Electric Corp, Chicago 31, Ill.*

ENGINE INDICATOR ANALYZER Series EA-114, utilizes "electrostatic" principle to make precision dynamic measurements. A Swiss-made quartz crystal pressure gage is heart of system. When used with various accessories and adapters, it shows engine functions on oscilloscope screen. A selector switch permits choice of signal from any one of sixteen pressure gages or vibration pickups. *Kistler Instrument Corp, 15 Webster St, North Tonawanda, N.Y.*

PORTABLE AIR COMPRESSOR, called Port-O-Glo, is single-cylinder piston type, mounted on 3-gal. tank. It's driven by a ⅓-hp motor, produces 100 psi. Furnished with 2-wheel portable mounting, push handle, 8-ft cord set, pressure gages, and relief, shut-off, and drain valves. *Emglo Products Corp, Johnstown, Pa.*

HEAVY-DUTY STANDS, called Stout-Boy, are steel construction with basic wedge design. Manufacturer claims stands assure maximum supporting safety. Available in 2, 5 and 7-ton capacities. *Hein-Werner Corp, Waukesha, Wisconsin.*

SPARKPLUG CLEANER AND TESTER. New Series 800 has spark indicater that provides direct reading from plug. Abrasive bag sifts out worn abrasive dust, and automatic water trap (now standard equipment) removes moisture from abrasive. *Champion Spark Plug Co, Toledo, Ohio.*

CUTTING SHEARS feature all-welded steel bed—cut circular, irregular and straight outlines. Two power and two hand-models available, for circles 3½-in. to 44-in. dia. Capacity: 20-gage mild steel. *Niagara Machine & Tool Works, 683 Northland Ave, Buffalo 11, N.Y.*

PORTABLE WELDING SCREEN called "Porto-Screen," comes in kit form. Kits are designed around standard 6-ft by 12-ft size with a 6-ft center section and 3-ft wings. Casters can be attached to vertical tubing sections for handling in shop. Screen is designed to protect against sparks, splashing or flying abrasives. *Frommelt Industries, Dubuque, Iowa.*

Light Commercial Vehicle

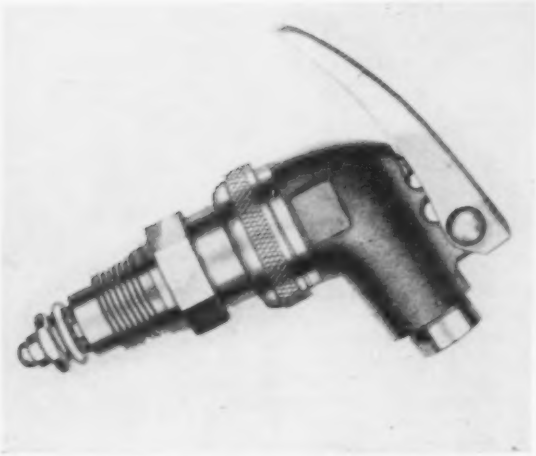
The Thames "800," a ¾ ton van, is newest addition to English Ford line. Payload space of 170 cu ft (95 in. long by 51½ in. wide) is available, with an additional 10 cu ft for optional passenger seat. Advanced short-stroke overhead-valve engine with 103.9 cu-in. displacement is designed for high performance, economy and long life, maker claims. With compression ratio of 7.8, engine develops 59 brake hp at 4200 rpm. Among van's features are: ball-joint front suspension combining independent coil springs with double wishbones of unequal length, carrying ball-joints on which each wheel spindle pivots; 87-in. wheel base giving van a turning circle of 35 ft. *Ford International Div, Ford Motor Co, PO Box 207, Dearborn, Mich.*

Hydraulic Dumping Unit

One of these truck-mounted "Liftainers" can service a number of different containers. Applications include handling of trash, scrap, waste, raw materials, semi and finished production parts. The unit also offers a practical method of gathering and disposing of trash and dry garbage in municipal sanitation systems. Individual containers are hauled to any desired location, their contents dumped and containers returned for refilling. All standard types of containers are available—apartment, universal, drop-bottom, tilt and skip. Special containers can be furnished to meet any functional requirements. Raising, dumping or lowering is all done hydraulically, controlled automatically from truck cab by driver. *Cobey Corporation, Galion, Ohio.*

Battery Tester

This new "Carry-About" battery tester is completely self-contained, requires no plug-in to a-c source. Called a "20-second" tester, it provides accurate meter readings and has a built-in cell checker. The tester gives a complete analysis of both six and twelve-volt batteries. Maker claims it eliminates need for open-circuit and hydrometer tests—gives precise forecast of battery's ability to generate and release power, thus warns of battery troubles before they happen. The Marquette tester is only 12½ in. long and weighs 14 lb. It is completely covered with tough, rubber-like vinyl coating. Wide rubber feet guard against scratching car finish. *Marquette Mfg. Co, 307 E Hennepin Ave, Minneapolis 14, Minn.*



Leak-Proof Self-Closing Drum Faucet

Improved faucet maintains leak-proof closure. It is so designed that valve is placed at insertion end where it cannot be distorted by excessive wrench pressure. New type Kel-F or Teflon, o-ring gasket is used to withstand destructive action of chemicals which deteriorate synthetic rubber gaskets. O-ring construction uses a positive wedging seat action which forms a tight seal and avoids any gasket leakage. Two types are available: (1) a self-positioning swivel-type; (2) and the usual rigid type. Faucet body may be of non-sparking brass or stainless steel; lever-type push handle is cadmium-plated steel stamping. A removable cylindrical brass fire baffle is located in faucet at dispensing end. *Protectoseal Co, 1920 S Western Ave, Chicago 8, Ill.*

Vacuum Switch

This vacuum switch automatically signals inefficient engine operation caused by improper intake manifold air pressure. It is for gas and diesel-powered engine equipment that uses the positive type paper element air cleaner; but it is also suitable for industrial equipment. Entire assembly, constructed to withstand severe engine vibration, may be mounted in any position on the engine by means of ¼-in. male pipe thread. *Fulton Sylphon Div, Robertshaw-Fulton Controls Co, Knoxville 1, Tenn.*

Flasher Safety Lights

The uni-directional light (Model HD-1-7) features a convex optical plastic lens of special fresnel design for maximum flash brilliance. It's said to give 90 days of continuous operation without servicing or battery replacement. Visibility of over two miles is attributed to the 7-in. lens. Other features: a timer, and a unitized 8-cell battery, said to provide more uniform voltage and to minimize failures caused by jumpers used with ordinary paired 4-cell batteries. *R. D. Fageol Co, Kent, Ohio.*

Battery Carrier

Wiora Cam-Lock battery carrier, self-adjusting to any width, is tong type, constructed of heavy, rolled steel, plated for protection against rust. Tongs are ⅞ in. wide by ⅛ in. thick. Joining tongs is an adjustable ratchet bar equipped with a spring. Main asset is that it requires only one hand, leaving the other free to carry tools. Also, it does not interfere with terminals or cables. Price $3.95. *Better Specialties Inc, 605 W Washington Blvd, Chicago 6, Ill.*

TRANSISTOR-POWERED MOBILE RADIOS in either 60 or 30 watt units are offered in low band (25-54 mc), 25 or 50 watts in high band (144-174 mc), and 15 watts in Citizen's Band (450-470 mc). These units may be used with either positive or negative-ground 12-volt dc systems. *General Electric Co, Electronics Park, Syracuse, N.Y.*

MECHANICAL REFRIGERATION UNIT is designed for small trucks and vans. Known as Model J, it is lightweight (approximately 350 lb) and requires only small floor space. Height is 44 in. It can be mounted over the wheel housing. *Thermo King Corp, Minneapolis, Minn.*

AUTOMATIC DEFROST SYSTEM, known as Frostomatic, is available as optional accessory on all Arctic Traveler truck refrigeration units. System utilizes a thermostatic control that initiates a defrost cycle when pre-determined temperature difference between evaporator coil and air is exceeded. Operates on a combination of 3, 6, or 12 volt DC and 115/230 volt, single phase AC. *American Mfg Co, PO Box 989, Montgomery 2, Ala.*

ICE AND SNOW-MELTING COMPOUNDS. Ice Rem and Ice Rem CR (Chloride-free) are claimed to be harmless to all types of paving materials, and non-corrosive to aluminum and other metals. Available in 10-lb cans, 25-lb pails and 50 to 500-lb drums. *Speco, Inc, 7308 Associate Ave, Cleveland 9, Ohio.*

YELLOW-AMBER EYEGLASSES for night driving. Glare Bar Night glasses are claimed to have optically correct lenses to minimize fatiguing effects of artificial illumination without reducing over-all visibility. Clip-on glasses also available. Price: $2.98. *General Scientific Equipment Co, 7516 Limekiln Pike, Philadelphia 50, Pa.*

WIRE STRIPPER, (No. 299), features thumb-operated gage. It strips insulated wire (14 to 24-gage) without nicking or cutting. All settings are made quickly by turning star gage to desired notch opening. *Proto Tool Co, Los Angeles, Calif.*

ACCIDENT-PREVENTIVE TAPE, called Hazardstrip, is available for marking industrial hazard areas. Packaged in rolls up to 90 ft, this self-adhering tape is available in 2 or 4-in. widths. *Westline Products Div, 655 E 42 St, Los Angeles 54, Calif.*

GREASELESS GRAPHITE LUBRICATION, Slick-Spray is available in unbreakable polyethylene squeeze tube and nozzle with replaceable cap. Also comes in shop gun, that can be refilled. Gun is made of unbreakable polyethylene with built in bellows for easy use. *A G Busch & Co, Inc, 6138 Northwest Highway, Chicago 31, Ill.*

NEW GASKETING MATERIAL, for automotive lamps, is called Armstrong YK950. Claimed to compress 25% to 40% under a flange load of only 40 psi. Compounded of sponged butyl synthetic rubber and ground cork, it has high ozone resistance, low water-absorption rate and high degree of compressibility. *Armstrong Cork Co, Industrial Div, Lancaster, Pa.*

TIME-DELAY SWITCH named "Pathfinder" keeps headlights burning long enough for driver to walk about 200 ft before shutting them off automatically. Does not interfere with operation of regular light switch. Can be made to control headlights, spotlight or back-up lights. *Cauhorn Distributing Co, 20722 W 7-Mile Rd,Detroit 19, Mich.*

WATERLESS HAND CLEANER, used with or without water, is designed for removal of tenacious soils, such as tars, paints, inks, and rubber cements. Called Ply, it derives cleansing action from a water-soluble synthetic wetting agent. *Milburn Co, 3246 E Woodbridge, Detroit 7, Mich.*

CONTOUR FENDERS are sturdy all-steel for heavy-duty, yet they are lightweight. One-piece construction permits quick installation, and they fit all types of truck frame and body. *Sta-On Fender Co., 3456 W 51 St, Chicago 32, Ill.*

SPARE TIRE COVER AND TRUNK DECK MATS of clear polyethylene plastic. Maker says they won't crack or rot in extreme temperatures or deteriorate from contact with oil, battery acid, or other corrosive materials. Available for 1957 and 1958 Plymouth, Dodge, De Soto and Chrysler cars (except Suburbans). *Mopar Div, Chrysler Motors Corp, 7000 E 11-Mile Rd, Center Line, Mich.*

PAINT BASE, called Farrellok, requires no surface preparation, and is used on hot or cold surfaces with equal effectiveness. Said to remove rust, protect metal in one operation, and eliminates blisters and peeling of paint. *Farrelloy Co, 1234-A N 26 St, Philadelphia 21, Penna.*

AUTOMOTIVE MOTOR ACCESSORY, called Mileage Minder (Model MM-200-MB) is designed to improve performance in internal-combustion engines, and act as a fuel filter. Features a device called Trouble Trap, a permanent-type magnet to catch and remove ferrous metallic contaminants from fuel stream. New all-metal fuel bowl gives unit a 34% more compact size than earlier models. *Paser Mfg Co, San Francisco, Calif.*

STEAM-HYDRAULIC CLEANER (Model CS 628) provides steam cleaning for heavy-duty, close up cleaning, or hot hydraulic jet stream for distant surfaces. As steam cleaner, it produces 280 gph at 90 to 100 psi—can be converted to two-gun operation at 140 gph per gun. Hydraulic action delivers 500 to 600 gph at 220 psi to 210 deg F, using a ¾ hp motor. *Clayton Mfg Co, Box 550, El Monte, Calif.*

TANDEM-AXLE DRIVE PULLEY supplied on Gates' Tandem Roll-On pulleys for tandem-axle V-Belt drives. Called Red-Groove, it has a minimum hardness of 430 on Brinell scale. Claimed to resist wear caused by grit, sand and road dust. *Gates Rubber Co, Denver, Colo.*

TRANSISTOR TACHOMETER called "Pow-R-Tach," has 0-8000 rpm scale. Models available to fit 6 or 12-volt systems on all 6 and 8-cylinder cars and trucks. *Almquist Engineering, Milford, Pa.*

SEALING FASTENERS ("Spin-Seal") is said to provide triple seal on irregular, corrugated or curved surfaces. Consists of spring-type washer which acts as lock washer, and permanent sealant which extrudes when bolt or screw is tightened and forms hermetic seal around threads, head and clearance hole. *Russell, Burdsall & Ward Bolt & Nut Co, Port Chester, N. Y.*

SPRAY GUNS, Models 35 and 36, can be used with compressors rated to 1 hp. Both can be used with external-mix nozzle buildup, even with ¼-hp compressor. Model 35 is bleeder type without air valve; Model 36, non-bleeder type, requires constant-speed unloader on compressor. *Binks Mfg Co, 3122 Carroll Ave, Chicago 12, Ill.*

DIRECTIONAL SWITCHES do double-duty as warning flare. All four lamps can be flashed simultaneously in case of disability. Clamp adjusts to any size steering wheel column. *J. W. Speaker Corp, 3059 N Weil St, Milwaukee 12, Wisc.*

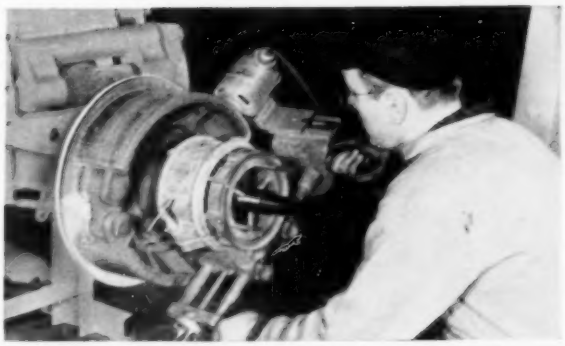
STUB PUMPS deliver lubrication fluids from large storage tanks to single or multiple-service outlets. Model 82438 is for single outlets; Model 82398, for two outlets; Model 82429 for more than two outlets. All three are air-motor powered. *Lincoln Engineering Co, Automotive Div, 57965 Natural Bridge Ave, St. Louis 20, Mo.*

TRUCK MIRROR, called "C-All Tip N'Tilt," swings away in case of collision. Available with 5 x 10-in. or 6 x 16-in. heads with double-strength plate glass ¼-in. thick. *Coronado Mfg Co, 1247 E Hill, Long Beach 6, Calif.*

RESILIENT FLOOR COATING composed of Lifekote Bond and Unicrete is said to withstand impact of continuous heavy trucking without chipping or crumbling. Maker claims this surface is dustproof, noiseless, skid-proof, odorless and fire-resistant. *Tropical Paint, Cleveland 2, Ohio.*

Make Fruehauf Your I.C.C. Safety Station

—and save down-time and money!



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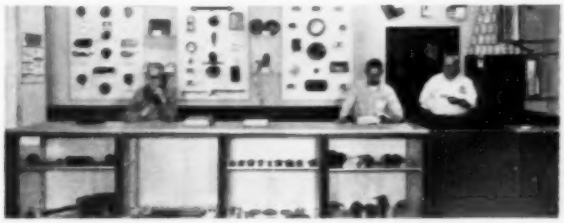
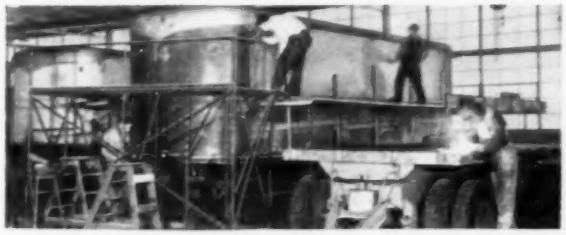


All-time low prices for operating parts replacement



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"Worry-free" fleet maintenance arrangements

Your nearby Fruehauf Branch has every modern facility for the biggest or smallest Trailer repair or maintenance job, from insulation installation and tandem conversions through painting and aluminum brightening. Further, convenient terms are available on major service jobs if needed.

Fruehauf prices are at an all-time low on operating parts such as brakes, signals, horns, bearings, and flares, useable with *all* makes of Trailers.

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Your *entire* fleet maintenance problem can be put safely in Fruehauf's hands if you desire. Fruehauf offers low-cost inspections and year-round, comprehensive service on *all units* in your fleet at *all points* on your route. Even tractor inspection and cab repairs are included in such arrangements—assuring you of full I.C.C. compliance, minimum down-time, and steadier fleet earnings.

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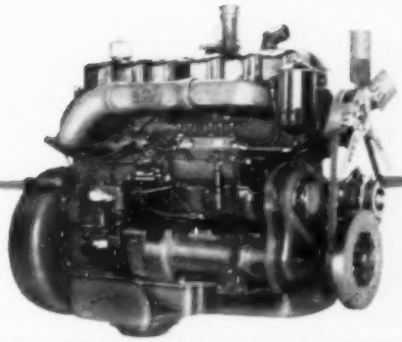
ECONOMY and DEPENDABILITY make MACK first by far in DIESEL TRUCK SALES...

The figures are in for 1957 and they prove it! More than ever, America's truckers are demanding quality, economy and highest earning power . . . and more than ever, they're finding it in Mack Diesel-powered trucks. For Mack in '57 not only sold the most Diesel trucks for the fifth straight year, but Mack captured a record 45.1% of sales*. . . *almost half this hotly contested market . . . and more than double the nearest make.*

This overwhelming preference, year after year . . . this swelling swing to a single make of truck . . . shows beyond doubt that there's no matching Mack for money-making performance . . . for long life . . . and for utmost dependability. See your Mack branch or distributor soon. Mack Trucks, Inc., Plainfield, New Jersey. In Canada: Mack Trucks of Canada, Ltd.

*based on official industry figures



ECONOMY CHAMP AMONG HEAVY-DUTY TRUCK DIESEL ENGINES

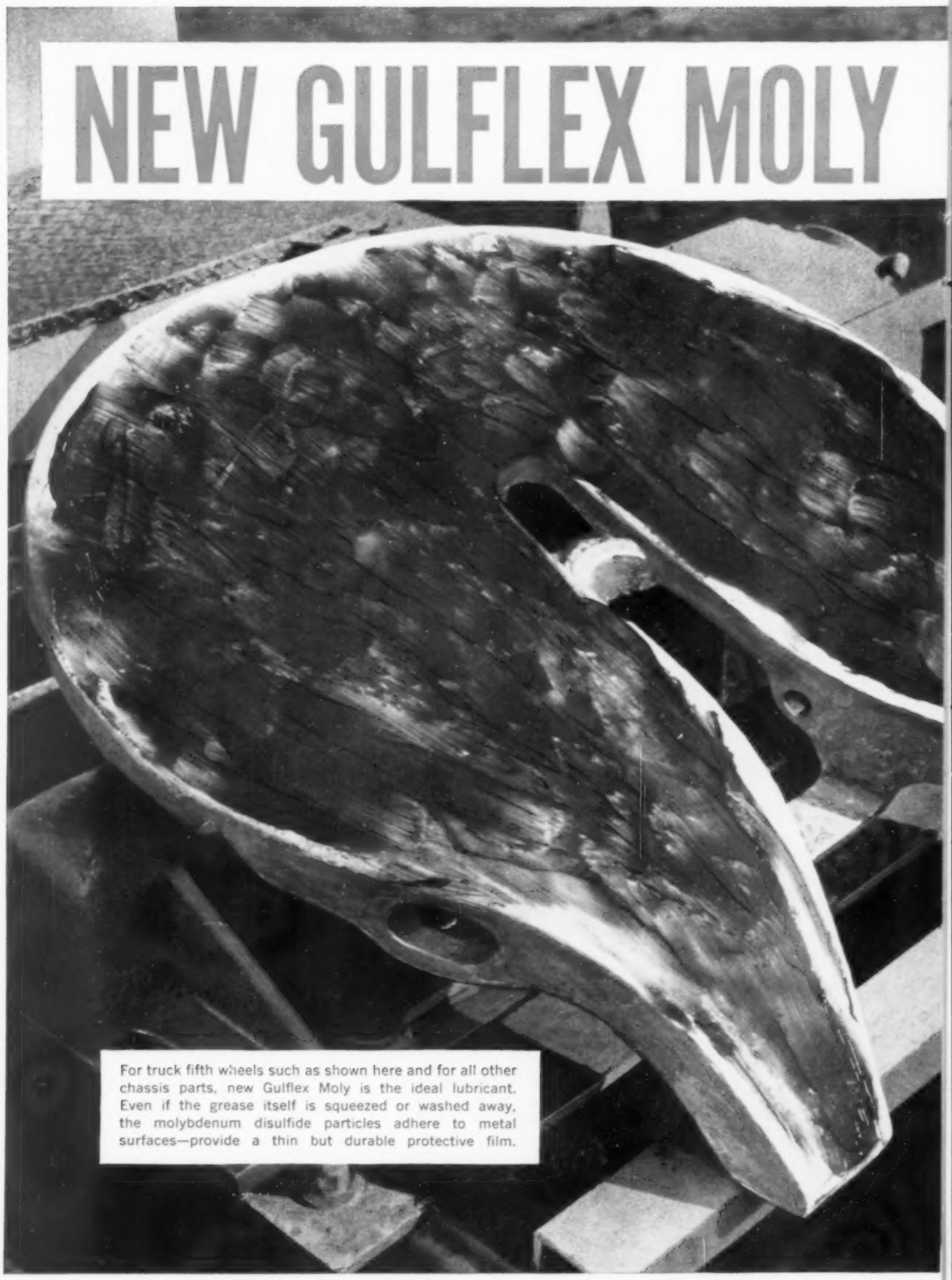
Here's a major factor in Mack's amazing sales sweep in Diesel-powered trucks—the Mack Thermodyne® Diesel engine. At 170 h.p. (naturally aspirated) and at 205 h.p. (turbocharged), Mack Thermodyne Diesel engines maintain their reputation as the most dependable, longest lived and most economical of all Diesel truck engines. And Mack engines are obtainable *only* in Mack trucks and tractors.

THERE'S A MACK DIESEL TRUCK FOR EVERY IMPORTANT HAULING JOB. For highway hauling . . . for terminal or freight depot work . . . for construction, road-building or concrete mixer hauling—there are Mack Diesel trucks and tractors: four and six-wheel; C.O.E. and conventional. Whatever you haul . . . wherever you haul it . . . you'll find higher profits and more efficient operations awaiting you at your Mack branch or distributor.

MACK

first name in Diesel truck sales

NEW GULFLEX MOLY



For truck fifth wheels such as shown here and for all other chassis parts, new Gulflex Moly is the ideal lubricant. Even if the grease itself is squeezed or washed away, the molybdenum disulfide particles adhere to metal surfaces—provide a thin but durable protective film.

GREASE

can DOUBLE your truck mileage between chassis lube jobs!

- LETS YOU SCHEDULE GREASE JOBS WITH OIL CHANGES
- MAKES IT POSSIBLE TO CUT MAINTENANCE COSTS

TWO HUNDRED MILLION MILES of service with one of the largest trucking firms in the east proved it! New Gulflex Moly can actually double truck mileage between grease jobs. New Gulflex Moly cuts costs—because it lasts longer, and reduces rate of wear.

NEW GULFLEX MOLY CONTAINS MOLYBDENUM DISULFIDE . . . a remarkable anti-friction agent. Gulflex Moly withstands high pressures, is highly durable. It has great resistance to acids, alkalis and water. It's recommended for bearings, pumps, fittings, king pins, shackle bolts, torsion suspension bushings, striker plates, and all other chassis parts.

MAKES DRIVING EASIER, SMOOTHER, SAFER. If the fifth wheel between trailer and cab becomes dry, it tends to grab and there is danger of jack-knifing. New Gulflex Moly helps overcome this problem . . . makes driving easier and safer. The trucking company that road-tested Guflex Moly says: "It's the best grease ever devised for fifth wheel lubrication."

YOUR FLEET CAN SAVE MONEY, TOO . . . with new Gulflex Moly Grease. Available in 120-lb. and 400-lb. drums, and 35-lb. pails. Get all the facts! Call a Gulf Sales Engineer at your nearest Gulf office. And mail the coupon for new illustrated bulletin.

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Coming Events for Fleetmen . . .

IF YOU'RE RUNNING a meeting and want others to attend, send a notice to Coming Events Editor, FLEET OWNER, 330 W. 42nd St., New York 36, N.Y.

A suggestion if you expect to attend a meeting listed below: Some times there are last-minute changes in date or location that we cannot publish. So it's wise to check with association or convention secretaries before you make your final plans.

APRIL 1958

2-3 New England Bus Assn., Annual Meeting, Sheraton-Biltmore Hotel, Providence, Rhode Island.

5-13 International Automotive Show, New York Coliseum, New York, N.Y.

8-11 SAE National Aeronautic Meeting, Aeronautic Production Forum and Aircraft Engineering Display, Hotel Commodore, New York City, N.Y.

13-16 Customer Relations Council Annual Spring Meeting, Balmoral Hotel, Miami Beach, Fla.

14-17 American Society of Mechanical Engineers, Annual Design Engineering Show, International Amphitheatre, Chicago, Ill.

14-18 28th Annual Safety Convention and Exposition, Greater New York Safety Council, American Society of Safety Engineers and Cooperating Agencies, Hotel Statler, New York, N. Y.

15-17 Annual American Welding Society Show, Kiel Auditorium, St. Louis.

18-20 New Jersey Motor Truck Assn., 4th Annual Convention, Hotel Berkeley-Carteret, Asbury Park, N. J.

CANCER'S SEVEN DANGER SIGNALS

1 Unusual bleeding or discharge
2 A lump or thickening in the breast or elsewhere
3 A sore that does not heal
4 Change in bowel or bladder habits
5 Hoarseness or cough
6 Indigestion or difficulty in swallowing
7 Change in a wart or mole

If your signal lasts longer than two weeks, go to your doctor to learn if it means cancer.

AMERICAN CANCER SOCIETY

21-26 American Industrial Hygiene Assn. Meeting, Claridge Hotel, Atlantic City, N. J.

27-30 United States Chamber of Commerce, 46th Annual Meeting, Hotel Reservation Office, 1616 K Street, N. W., Washington, D. C.

27-May 2 National Tank Truck Carriers Annual Convention, Boca Raton Hotel, Boca Raton, Fla.

MAY 1958

4-8 The Operations Council (ATA) Spring Meeting, Jung Hotel, New Orleans, La.

5-9 American Society of Training Directors, 14th Annual Conference, Sheraton-Park Hotel, Washington, D. C.

6-8 Seventh Highway Transportation Congress, Hotel Mayflower, Washington, D. C.

11-14 Automotive Engine Rebuilders, Annual Convention, Sheraton-Park Hotel, Washington, D. C. For information, write to: AERA Headquarters, 901 Roosevelt Building, Indianapolis, Ind.

13-16 Council of Safety Supervisors Annual Meeting, Hotel Cleveland, Cleveland, Ohio.

15-18 National Truck, Trailer and Equipment Show, Great Western Exhibit Building, Los Angeles, Calif.

18-22 National Accounting & Finance Council Annual Meeting, Statler-Hilton Hotel, Dallas, Texas.

19-21 National Parking Assn. Convention, Roosevelt Hotel, N. Y.

26-30 American Management Association, National Packaging Exposition, Coliseum, New York City, N. Y.

JUNE 1958

3-5 National Parking Assn. Meeting, Sheraton Cadillac Hotel, Detroit.

5-8 Pennsylvania Bus Assn. Annual Convention, Bedford Springs Hotel, Bedford Springs, Pa.

8-13 SAE Summer Meeting, Chalfonte-Haddon Hall, Atlantic City, N. J.

9-12 National Materials Handling Exposition, Public Auditorium, Cleveland, Ohio.

9-12 American Society of Mechanical Engineers, National Conference on Materials Handling, Public Auditorium, Cleveland, Ohio.

11-13 Regular Common Carrier Conference, Board of Governors Meeting, Wentworth-by-the-Sea, Portsmouth, N. H.

17-18 North Carolina Bus Assn., Annual Convention, Robert E. Lee Hotel, Winston-Salem, N. C.

20-21 Pennsylvania Motor Trucking Assn. Annual Membership Meeting, Penn Harris Hotel, Harrisburg, Penn.

JULY 1958

14-16 Truck-Trailer Manufacturers Assn. Meeting, The Homestead, Hot Springs, Va.

AUGUST 1958

11-14 SAE National West Coast Meeting, The Ambassador, Los Angeles, Calif.

Continued on page 151

BCA bearings go on easier . . . stay on longer

Keeping maintenance costs at the lowest possible level is the big aim in any shop. There are two reasons why BCA ball bearings help you do this.

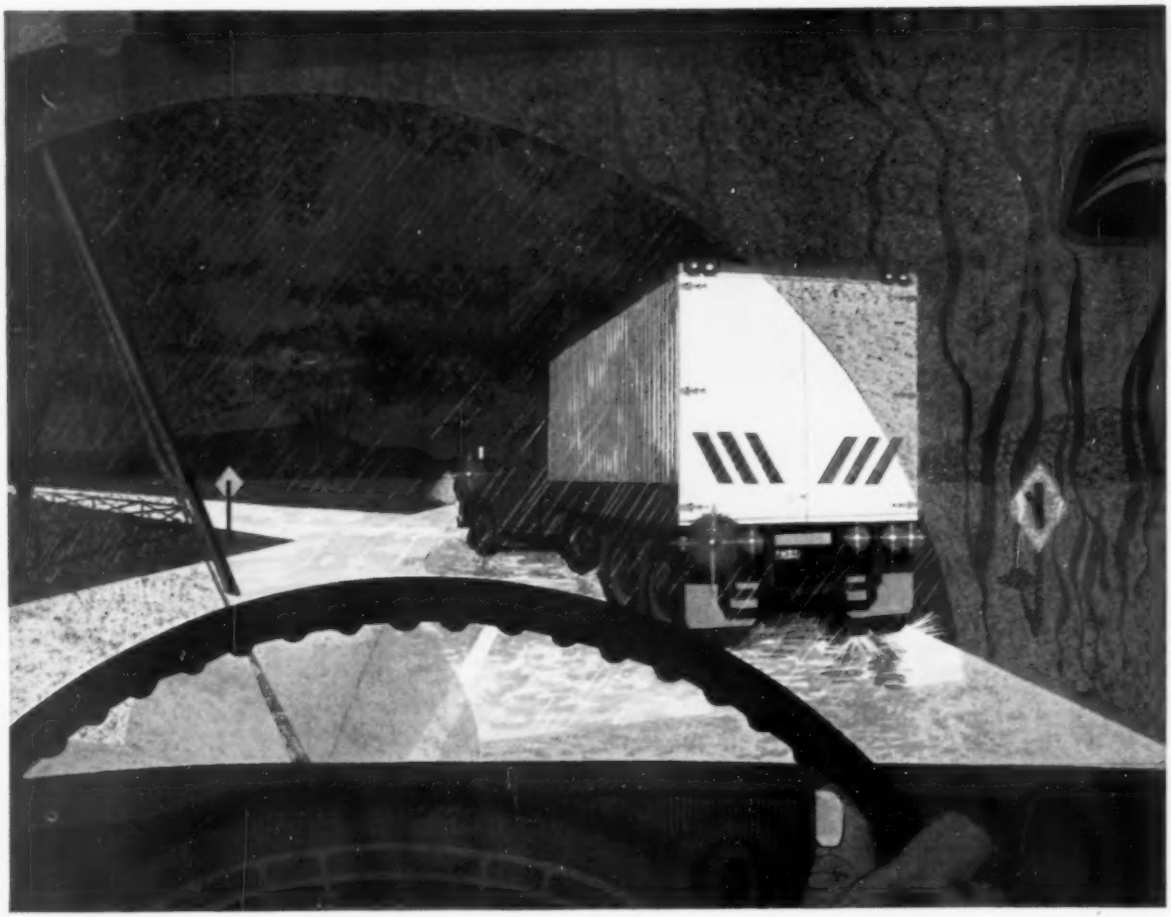
One, they're made for perfect fit, so they're easier to install. This means less labor, shorter lay-up time for your vehicles.

Two, BCA ball bearings give better performance and longer life. This means more profit-making hours on the highway.

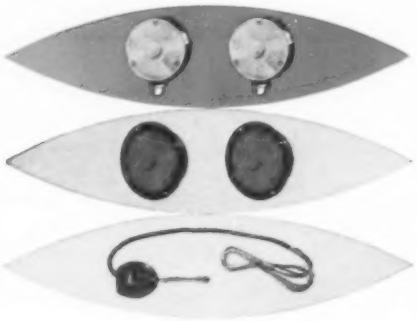
Operators find from experience that it pays to insist on BCA ball bearings. They're widely used as original equipment, so it's smart to use them in replacement work . . . for wheel, generator, clutch, transmission and differential. BCA ball bearings are readily available from bearing distributors.

BCA ball bearings

FEDERAL-MOGUL SERVICE
DIVISION OF FEDERAL-MOGUL-BOWER BEARINGS, INC.



Guide's High Visibility Reflectors and Turn Signals mean all-weather safety for your truck fleet!



Turn signal set has four lamps, self-cancelling switch... choice of bracket or flush mounting for rear lamps

Most often, trucks can't stop for bad weather. They must be on the road in rain, snow and sleet. It is in such weather, when visibility is low, that the danger of rear-end collisions rises sharply. And there's not much that even your best driver can do to avoid this hazard, if his truck is not clearly visible from the rear. Guide's high-visibility reflectors and turn signals can help prevent needless and costly delays. Because of their dependability and uniformly high quality, Guide reflectors and signals are specified as standard equipment by many leading vehicle manufacturers. Available at United Motors Service outlets and most truck dealers.

GM FORWARD FROM FIFTY

Guide Lamp ... BRIGHTEST NAME IN LIGHTS

GUIDE LAMP DIVISION • GENERAL MOTORS CORPORATION • ANDERSON, INDIANA

Training Courses

Continued from page 148

Courses for management, supervisors and maintenance men—here's where you'll find the time and place.

APRIL 1958

2-4 Maintenance Course, University of California, Richmond, Calif.

7-11 Fleet Supervisor Course, Oregon State College, Portland, Oregon.

14-18 Fleet Supervisor Course, University of Washington, Seattle, Wash.

21-25 Fleet Supervisor Course, Northeastern University, Boston, Mass.

21-25 Trainers of Commercial Drivers Course, Ontario Safety League, Toronto, Can.

21-25 Fleet Supervisor Course, Northeastern University, Boston, Mass.

21-May 16 Truck Driver Training School, North Carolina State College, Raleigh, N. C.

22 Maintenance Course, University of Kansas, Lawrence, Kan.

28-May 3 Maintenance Course, Pennsylvania State University, University Park, Pa.

30-May 1 Advanced Techniques Conference in Motor Fleet Management, Pennsylvania State University, University Park, Pa.

MAY 1958

5-16 Traffic Officers Training School, Pennsylvania State University, University Park, Pa.

14-15 Motor Fleet Supervisor Training Workshop in Advanced Technique, Pennsylvania State University, University Park, Pa.

19-23 SafetyManagement Techniques Training Course. For information, write to: National Safety Council, 425 N. Michigan Ave, Chicago 11, Ill.

19-June 13 Truck Drivers Training School, North Carolina State College, Raleigh, N. C.

20-22 Trainers of Commercial Drivers Course, University of Kansas, Lawrence, Kan.

JUNE 1958

2-6 Fleet Supervisor Course, Northwestern University, Evanston, Ill.

5-6 Top Management Conference, Pennsylvania State University, University Park, Pa.

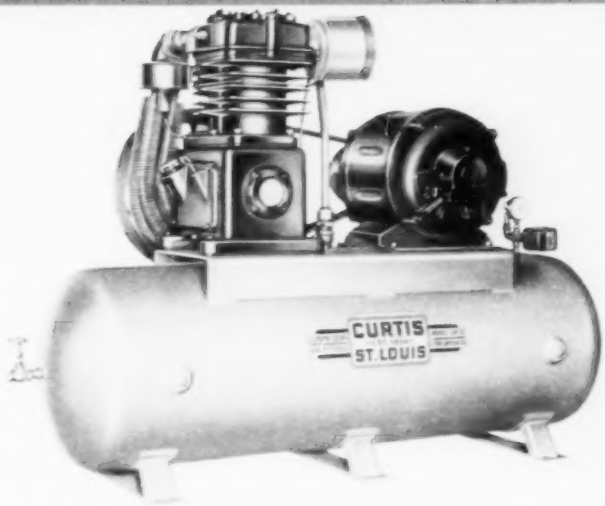
23-July 18 Truck Driver Training School, North Carolina State College, Raleigh, N. C.

JULY 1958

8-18 Ninth Annual Course for Instructors in Driver and Traffic Education, Ontario Safety League, Toronto, Can.

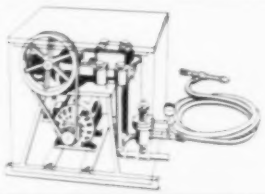
28-Aug 22 Truck Driver Training School, North Carolina State College, Raleigh, N. C.

Low Cost Compressed Air for fleet maintenance with Curtis Air Compressors



4 basic reasons why you save with CURTIS:

1. *Precision engineering* and design assures you of greater efficiency, low cost operation and maintenance with *every* Curtis air compressor.
2. *Positive Unloader* unloads compressor whenever it stops; protects against starting under load regardless of conditions.
3. *Fully enclosed vacuum type crank case* . . . keeps oil in, keeps dirt out. Thoroughly tested at the factory for years of dependable operation.
4. *Other important features:* Timken main bearings; Centro-Ring pressure oiling; ASME tank with ASME safety valve . . . plus 104 years of successful manufacturing experience built-in!



KEEP 'EM CLEAN WITH CURTIS HI-PRESSURE CAR WASHER

The Curtis hi-pressure car washer knocks off road dirt, grime and salt residue in a hurry. Helps prevent corrosion, lowers maintenance costs.

REMEMBER— you can count on Curtis

C-44

OUR 104th YEAR

MANUFACTURING COMPANY • PNEUMATIC DIVISION

1993 Kienlen Avenue, St. Louis 20, Mo.

Two Post Truck & Bus Lift | Low Profile Roll-On Lift | Two Post Shop Lift | Frame Type Lift | Free Wheel Lift

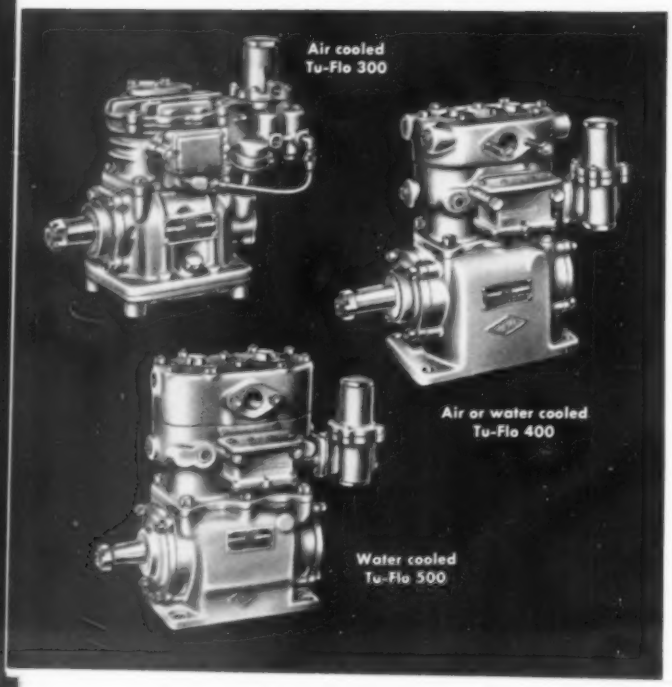
BEST WAY TO ASSURE SAFETY

Nowhere else do you find such a complete range of air brake equipment and services—all proved by the industry's longest list of satisfied customers . . .

TU-FLO COMPRESSORS

Tu-Flo compressors offer you the peak performance, dependable operation and long service life you need for maximum braking safety at minimum cost. These industry-preferred compressors feature lower discharge temperatures over the entire speed range . . . increased air delivery at low and intermediate speeds . . . improved oil control . . . new design inlet valves and new unloading mechanism. They are built for operating at higher maximum speeds to match trends in engine design . . . are available with attached governor . . . may be driven in either direction.

All Bendix-Westinghouse air brake equipment is "system engineered"—each device is designed to perform a specific operation in a *closely related system* to assure maximum performance of the entire train of devices—and not merely individual unit performance.



AIR BRAKE ACCESSORIES

Tractor Protection Valve

Protect truck or tractor against loss of air pressure due to trailer break-away, system leakage, or improperly connected hose lines. Operates manually and/or fully automatically. Meets all safety regulation requirements.

Independent Trailer-Control Valve

Provides independent trailer braking on severe grades, ice, or other hazardous road conditions. Minimizes "jackknifing".

Stop Light Switch

Electro-pneumatic device operates in conjunction with brake valve and stop light by completing electrical connection the instant brakes are applied.

Air Horns

Finest warning signal on the highways. For either cab-roof or under-hood installation. In compact kit with optional hand or foot control.

Combined Limiting and Quick-Release Valve

Dash-mounted control gives driver choice of full front-wheel braking in "Dry Road" position or 50% front-wheel braking in "Slippery Road" position.

Low Pressure Indicator

Buzzer or jeweled light notifies driver instantly of any abnormal depletion of air either when the vehicle is in motion or when the ignition switch is turned on while parked.

IS BENDIX-WESTINGHOUSE AIR BRAKES

REPAIR EXCHANGE SERVICE

When your air brake equipment needs replacing, you can exchange the worn units at nominal cost for Factory Reconditioned Units carrying the same warranty as new units. This preventive maintenance service offers you reduced operating costs . . . assured dependability . . . and guaranteed first-class performance.

Bendix-Westinghouse Factory Reconditioned Units carry the same warranty as new units for very good reasons. The old compressors, valves, governors and other units are completely disassembled and examined by factory experts. All worn or deteriorated parts are replaced. All other parts are fully reconditioned before the unit is reassembled and tested the same as new units.

AUTHORIZED DISTRIBUTORS

No matter where you are located, a Bendix-Westinghouse authorized distributor is close at hand. He maintains a complete stock of genuine service parts for all Bendix-Westinghouse air brake equipment. His factory trained mechanics and maintenance facilities offer you service that assures low-cost, dependable operation of your air brakes. See your nearby Bendix-Westinghouse distributor!

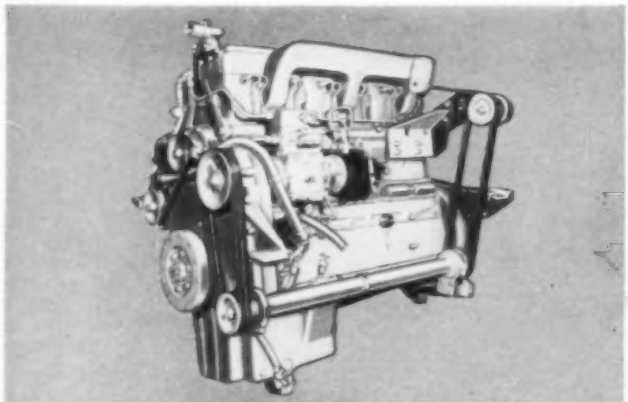
Bendix-Westinghouse

AIR BRAKES

Bendix-Westinghouse Automotive Air Brake Co.
General offices and factory: Elyria, Ohio
Branches: Berkeley, California; Oklahoma City, Oklahoma

King of the Highway...

THE NEW **White 3400**



NO OTHER DIESEL ENGINE WILL MATCH ITS LIFE, ITS SUPERIOR PERFORMANCE, FUEL ECONOMY AND LOW MAINTENANCE COST

- *Top Fuel Economy*—matches or betters the fuel economy of any other diesel
- *Proved 4-valve cylinder heads* for better breathing and higher power output with low exhaust temperatures
- *Long Engine Life*—new life after overhaul with wet-type replaceable cylinder sleeves
- *Low Maintenance Cost*—minimum downtime
- Optional Engines in this new White 3400TD are the heavy-duty HRFB and NH-220 Diesels.

Diesel at its economical best in the COE tractor that sets the industry standard for functional design—the White 3400TD Series with the BIG NH-180 diesel engine.

Top earning power because this great new White accommodates 40 ft. trailers within 50 ft. over-all length, even with a sleeper cab. Exceptional weight distribution, too, with the drive axle weight 700 lb. lighter than other COE's.

Incomparable White 3000 power-tilt cab adds life, cuts maintenance cost. Its wonderful ride, driving ease, visibility and safety are unmatched ... nothing like it!

Add to all these proved and exclusive advantages new, efficient power with the big NH-180

The White 3400TD is available in Single-Axle, Tandem and Pusher Model Tractors Engineered to your exact operating conditions.

White

AMERICA'S MOST ADVANCED—

TD
SERIES

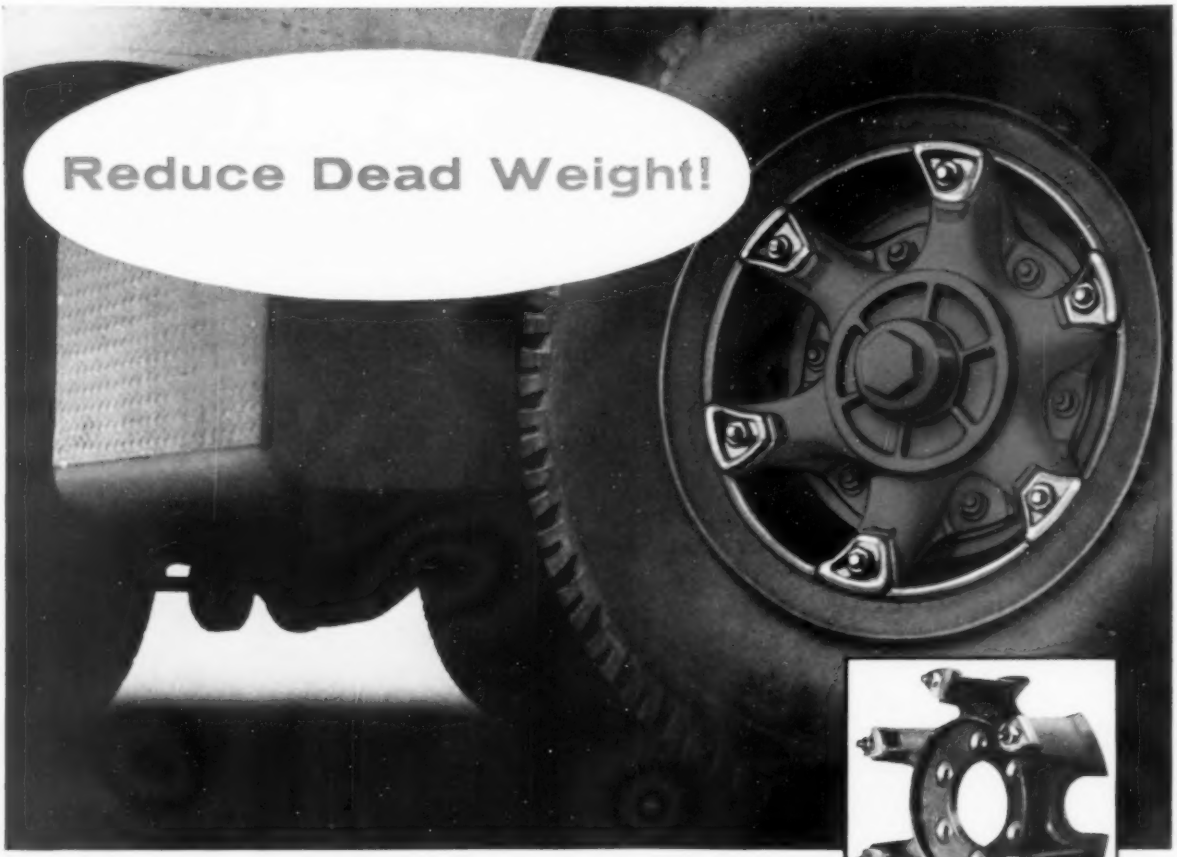
diesel. Plus a cooling system with higher cooling standards than in any other diesel . . . 250 sq. in. additional radiator cooling capacity.

And, typical of White customer-design, this King of the Highway Diesel—like its conventional counterpart—the 4400TD—is engineered to your exact work requirements.

More than ever, your profitable choice in highway diesel power—The King of the Highway!

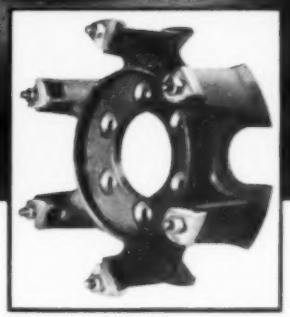
THE WHITE MOTOR COMPANY
Cleveland 1, Ohio

MOST COMPLETE DIESEL LINE



Increase revenue with Light Weight

Dayton Wheels and Brake Drums



Dayton Adapter Wheels
To get the extra safety and strength of a cast spoke wheel, hundreds of truckers are replacing other types with Dayton Adapter Wheels. Why not investigate their money-saving advantage yourself?

Want more revenue per mile of travel? You can have it with Dayton Cast Steel Wheels. Their light weight makes heavier pay loads possible. Up to $1000 in extra income on one truck in one year!

D.S.F. wheels run much cooler than other types, reduce tire and brake drum deterioration. They permit the use of larger load carrying tires without an extra investment in wheels. Accuracy in machining improves alignment and minimizes rim slippage. No wheel replacement from rim damage!

On trucks of 14,000 GVW and over—on trailers, loggers, coaches and busses, D.S.F. wheels and brake drums are standard equipment. Specify them on the next equipment you buy and you too can have the advantages of the finest wheel made! Want proof? It's yours for the asking! Write for our latest literature.

DAYTON WHEELS

by The Dayton Steel Foundry Co. • P.O. Box 1022, Dayton 1, Ohio

World's leading manufacturer of cast wheels and brake drums

THE MOST IMITATED PISTON IN THE WORLD...

9 *years of* PROVEN PERFORMANCE

ESTABLISH THESE NEW INDUSTRY STANDARDS...

1 LOWER OPERATING COSTS

2 LONGER PISTON LIFE

3 LESS DOWN TIME

4 POSITIVE TOP RING GROOVE PROTECTION

NIRESIST IRON ARMORED TOP RING BAND INTEGRALLY CAST AND CHEMICALLY BONDED TO ALUMINUM PISTON

DUALOY MEETS EVERY DEMAND FOR

- HIGHER HORSE POWER
- TURBO CHARGING
- HIGHER COMPRESSION RATIOS
- HIGHER OPERATING TEMPERATURES

IN GASOLINE - DIESEL - LPG HEAVY DUTY ENGINES

DUALOY

THE 1st BI-METALLIC MOLECULAR BONDED PISTON

Manufactured by

UNITED ENGINE & MACHINE COMPANY

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SILV-O-LITE

BETTER PISTONS SINCE 1922

DUALOY

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CAMBRIDGE, MASS.—ASSOCIATED PARTS CORPORATION, 733 Concord Ave.; **L. I. CITY, N. Y.**—EASTERN WAREHOUSE SERVICE, Inc., 35-13, 37th Ave.; **CHARLOTTE, N. C.**—L. S. SLOOP, 1727 East 7th St.; **ATLANTA, GA.**—JOBBER'S SERVICE, 523 Simpson Street, N.W.; **CHICAGO, ILL.**—AUTOMOTIVE WAREHOUSING, 2645 South Wabash Ave.; **ST. LOUIS, MO.**—AUTOMOTIVE WAREHOUSING CO., 3150 Locust Blvd.; **DALLAS, TEX.**—UNITED WAREHOUSES, INC., 9012 Sovereign Row; **SAN ANTONIO, TEX.**—SAN ANTONIO PARTS WAREHOUSE, 408 South Flores St.; **DENVER, COLO.**—WAREHOUSE SERVICE CO., 1138 - 8th St.; **PHOENIX, ARIZ.**—AUTOMOTIVE WAREHOUSING SERVICE, 620 W. Van Buren St.; **LOS ANGELES, CALIF.**—GENE'S DISTRIBUTING CO., 2720 S. San Pedro St.; **PORTLAND, ORE.**—AUTOMOTIVE DISTRIBUTING CO., 351 N. W. 12th Ave.; **SEATTLE, WASH.**—EVERGREEN WAREHOUSE DIST., INC., 620 East Pike St.

Here's what Dayton Thorobred Tires mean to you!

One Tandem Trailer

BOUGHT WITH EXTRA PROFITS

EXTRA PAYLOAD PROFIT you'd earn from just 16 tandem tractor trailers equipped with Dayton Thorobred Tires could pay for a new trailer like the one above *in just one year!*

Running average mileage in a year sixteen rigs would earn $7,500 in Extra Payload Profit — enough to pay for a new trailer to haul even more full-profit cargo.*

With lighter Dayton Thorobreds you not only increase payload profits . . . you also get lower cost per mile. Tremendously strong 8-Ply (12-Ply Rating) Super Cordura Construction eliminates excess, heavy, heat-producing bulk so your Thorobreds run cooler, last longer and take recap after recap.

Call your Dayton Distributor today for a rundown on what Dayton Thorobred Tires will mean to you in Extra Payload Profits and lower costs. To be sure your new vehicles give you maximum payload right from the first mile on, specify Dayton Thorobreds when you order.

*Figures will be sent on request. Write The Dayton Rubber Co., Tire Div., Dayton 1, Ohio.

A Complete Line of Truck and Passenger Car Tires in Nylon, Super Cordura and Rayon

Dayton Thorobred Tires

YOUR PERSONAL BUSINESS

Specially selected and edited for fleet owners from BUSINESS WEEK, a McGraw-Hill publication

FLEET OWNER

Executives should take a look now and then at their consumption of alcohol. Very gradually, it may have increased over the years. Maybe now they need two more cocktails than they did 10 years ago to relax before dinner.

If so, they may be developing a habit that needs curbing; they could be going from enjoyment of drinking to dependence on it. That can affect health and efficiency. And, with some people, it can lead to alcoholism.

It's hard for executives who drink at all to keep from drinking too much—and from increasing their intake. Probably more than any other group, they are exposed to entertaining and being entertained, both on the business and social levels.

Heavy drinking is often a major part of such entertainment. So the pressure is almost constant for you to join in. (But note that drinking is seldom a social must. Any of a dozen good excuses will let you off without too much badgering from your host.)

Scientists say that the first rule of drinking is to know yourself. There are wide differences in the physical tolerance of individuals to assimilate alcohol. Everything from metabolism and allergy to plain physical size affects these differences. (A 200-lb truck driver, for example, can usually drink more than a midget.)

Different people arrive at different times at the beginning of intoxication. (.15% concentration of alcohol in the bloodstream.) Thus two beers may affect one person to the same extent that three straight whiskies affect another. The important thing to remember is that this has nothing to do with self-control or willpower. It's a matter of physical difference—and no amount of willpower will cause the two-beer man to drink the more tolerant man under the table.

Regardless of tolerance, you will get more enjoyment and less grief by taking a common-sense approach. Experts suggest that you follow these general rules when you know you're in for a heavy-drinking party:

- **Whiskey** (preferably Scotch or blended) either on the rocks or with water is safest (avoid ginger ale or soda). It has least effect on most people. Undiluted bourbon is considered too potent.
- **Stick with it** for the whole party—before, during, and after eating.
- **Avoid cocktails before eating** and heavy liqueurs afterward. Martinis and Manhattans are mixed drinks (wine and gin or wine and whiskey). Mixed drinks—as well as mixing drinks—get you into trouble.
- **Avoid rich foods and canapes.** Otherwise you'll have a hangover of at least small proportions.

What are the chances of your becoming an alcoholic if your intake is on the increase? The answer seems to hinge more on why you drink rather than on how much. Thus if you're drinking to smooth rough edges of life, watch it. Never take a drink when you feel you really need one. And don't use alcohol as the sole means of easing a pervasive feeling of tension. The National Committee on Alcoholism gives this explanation of why:

As you reach the .15% intoxication point, you'll experience what scientists call the "pampering effect." Barriers and inhibitions go down fast; it's much

Continued on next page

YOUR PERSONAL BUSINESS

Specially selected and edited for fleet owners from BUSINESS WEEK, a McGraw-Hill publication

Continued from preceding page

easier to take more drinks than you intended. There's a feeling of relaxation from pressure and tension.

That's the real danger. You strive to reach that point of relaxation, and that may lead to "habituation"—your system gradually demands a greater quantity of alcohol to achieve the pampering effect.

Scientists say that not even the most casual social drinker is immune to this effect. So the thing to watch for is a shift in your drinking pattern. If the alcohol doesn't react as it used to, watch out.

●

It's time to get your outboard motor out of storage and put it into shape. Doing just a few basic things can mean the difference between frustration and efficient operation this summer:

Remove sparkplugs and clean. Regap to clearance recommended by manufacturer. If you've lost the instructions, a general 0.030 clearance will work with most motors. Replace plugs if they look too worn.

Lubricate cylinders by squirting oil into sparkplug openings. Ground the sparkplug leads and turn motor over a few times to distribute oil.

Clean points with any thin, hard, absorbent paper, such as roll-your-own cigarette paper. Adjust clearance to 0.020. If the points are extremely dirty or look badly pitted, it's best to replace them with new ones.

Remove the grease plugs on the gearcase. Check lubricant for signs of water. If there is any water, have the motor inspected by an authorized service man. If not, refill with the proper lubricant.

Lubricate external linkage—and don't forget the swivel bracket. Smooth down any little nicks on propeller blade with a file.

During the trial run, be sure to adjust the high and low-speed needles for best performance.

●

If you're planning to rent a car on a European vacation, make reservations now—so you'll be sure to get the kind of car you want when you want it. And you'll save yourself a lot of time and trouble by making foreign license arrangements on this side of the Atlantic at the same time.

Here's what you'll need to drive abroad: an International Driver's Permit (although some countries will honor an American license if it's more than 6 months old); a customs pass for the car to cross borders; maps; copies of traffic regulations and highway markings.

The type of International Driver's Permit you'll want will depend on your itinerary. The British permit ($7.50) is unrestricted, but the American permit ($1.50) is not recognized in England, Spain, Finland, Russia, or Yugoslavia. To obtain a permit you'll need two passport-size pictures and a valid U.S. auto license. Contact your travel agent, car rental agency, or the AAA.

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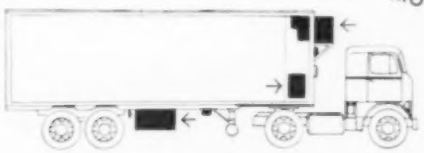
What more could we say!

TROPIC-AIRE Carrier

MOBILE REFRIGERATION / AIR CONDITIONING

FRONT, UNDERSLUNG OR INTERNAL MOUNTING



McGRAW EDISON

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YOU CAN DO BETTER, FASTER BRAKE WORK WITH THESE PARTS . . .

Wagner Lockheed Brake Parts—cylinders, pistons, springs, washers, cups, boots, hose, etc., marketed for replacement needs are identical to original equipment. These parts are manufactured to the same specifications, by the same machinery in the Wagner factory, as Wagner-made parts used in complete assemblies for original equipment.

Throughout every stage of factory production Wagner exercises rigid quality control over these products. Parts are inspected and checked by experts to make sure that only top quality parts are furnished to you. This is done to provide you with the finest brakes available anywhere.

Remember, safe brakes protect lives.

You'll find that the Wagner Lockheed line of hydraulic brake parts is the most complete on the market. Parts are available individually or in factory sealed kits. Cylinders are supplied in complete assemblies, or parts can be purchased separately.

For details, consult your nearest supplier of Wagner Lockheed Parts, Fluid and Lining, or write for a free copy of Catalog AU-500.

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WP58-4

Wagner Lockheed
the best known name in brake service

LOCKHEED BRAKE PARTS, FLUID, EXCHANGE SHOES and LINING • AIR HORNS • AIR BRAKES • TACHOGRAPHS • ELECTRIC MOTORS • TRANSFORMERS • INDUSTRIAL BRAKES

Best fleet shop practice calls for GENUINE SCHRADER TIRE SERVICE PRODUCTS

Vehicles perform better, tire service is simplified with quick, reliable Schrader products like these:

1 **Genuine Schrader Tire Valves, Sealing Caps and Cores** are the basic items you need to *seal* air in the tires. Convenient service packages should always be in stock.

2 **Genuine Schrader Gauges** let you catch flats in the shop—when you record your daily air pressures.

3 **Seal tubeless tire** punctures *three ways* tight with Schrader's new Compression Rivets: inside the tire, inside the hole, and outside the tire. Easy, quick and permanent. Nail holes up to ¼".

4 **Get a real cured-on patch with new chemical cold patch** – Schrader's new "Fix Flats" Patches and Self-Vulcanizing Fluid for tube or tubeless. Various sizes available.

Your supplier has all these Schrader products plus the finest tools and air equipment to make your shop practices most effective.

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Division of Scovill Manufacturing Co., Inc.

Schrader®
a division of **SCOVILL**

FIRST NAME IN TIRE VALVES
FOR ORIGINAL EQUIPMENT AND REPLACEMENT

Announcing...the ALL-NEW "Champ"

DORSEY ALUMINUM DELIVERY BODIES

Now, your Dorsey Distributor can install the newest, lightest and toughest of truck bodies, built to meet your specifications. Both standard and extra-cube models are available, with true Monocoque construction: Heat-treated aluminum stressed skin is structurally-riveted to extruded aluminum-alloy Z-stiffeners, corner posts and longerons. Although light in weight—standard model averages 100 lbs. per foot of length—the Champ has the strength and engineering that has distinguished Dorsey products for 47 years. Permanently lustrous side sheets never need painting, make a beautiful background for your company name!

Available features include choice of doors, side doors, wheel housing for low mount, insulation, floors and interior finishes.

Your Dorsey Body Distributor is a substantial independent businessman with a factory-trained organization

DORSEY

DORSEY TRAILERS • ELBA, ALABAMA

306 New Buses Delivered in February

BASED ON MONTHLY REPORTS from the manufacturers, this list is as complete as we can make it. But not all manufacturers report regularly, so we can't claim to be 100% complete. You'll find the cumulative total for 1958 at the end.

Note: The two final digits indicate seating capacity.

American Buslines, Inc. (Nebr.)
18 GMC—PD-4104—41
Badger Coaches, Inc. (Wis.)
3 GMC—PD-4104—41
Baltimore & Annapolis Railroad Co. (Md.)
3 GMC—PD-4104—41
B. E. Q., Inc. (N.Y.)
1 GMC—TDH-4512—45
Cincinnati, Newport & Covington Trnsptn. Co. (Ky.)
7 GMC—TDH-4512—45
City of St. Petersburg (Fla.)
5 Southern—S-45-DHL—45
Clifton Buses, Inc. (N.J.)
8 GMC—PD-4104—41
Continental Bus System, Inc. (Tex.)
6 GMC—PD-4104—41
Continental Southern Lines, Inc. (La.)
15 GMC—PD-4104—41
DeLuxe Trailways, Inc. (Ill.)
3 GMC—PD-4104—41
Great Southern Coaches, Inc. (La.)
1 GMC—PD-4104—41
Hudson Transit Lines, Inc. (N.J.)
2 GMC—TDM-5108—51
Indianapolis & Southeastern Trailways, Inc. (Ind.)
2 GMC—PD-4104—41
Jackrabbit Lines, Inc. (S.D.)
2 GMC—PD-4104—41
Jacksonville Coach Co. (Fla.)
5 GMC—TDH-4512—45
Martin Lines, Inc. (Mich.)
1 GMC—TDH-4512—45
Frank Martz Coach Co. (Pa.)
6 GMC—PD-4104—41
Midwest Bus Lines, Inc. (Tex.)
12 GMC—PD-4104—41
Okla. Transportation Co., Inc. (Okla.)
5 GMC—PD-4104—41
Orange & Black Bus Lines, Inc. (N.J.)
3 GMC—PD-4104—41
Public Service Coordinated Transprt (N.J.)
30 GMC—TDH-5106—51
Queens Transit Corp. (N.Y.)
5 GMC—TDH-5106—51
Recreation Lines, Inc. (N.Y.)
3 GMC—TDM-5108—51
Red and Tan Lines, Inc., The (N.J.)
3 GMC—TDH-5106—51
Red Lion Bus Co. (Pa.)
1 Flxible—218WA1-58-33IC—33
Safeway Trails, Inc. (D.C.)
3 GMC—PD-4104—41
Salt Lake City Lines (Utah)
5 GMC—TDH-4512—45
Somerset Service (N.J.)
5 GMC—TDM-5108—51
Southeastern Stages, Inc. (Ga.)
2 GMC—PD-4104—41
Super Service Bus Co. (N.J.)
2 GMC—PD-4104—41
Syracuse Transit Corporation (N.Y.)
12 GMC—TDH-4512—45
Tampa Transit Lines, Inc. (Fla.)
10 GMC—TDH-4512—45
Texas Bus Lines (Tex.)
2 GMC—PD-4104—41
Transcontinental Bus System, Inc. (Tex.)
8 GMC—PD-4104—41
Western Greyhound Lines (Calif.)
76 GMC—PD-4104—41
West Fordham Transportation Corp. (N.Y.)
2 GMC—TDM-5108—51

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Detroit Ordnance District (Mich.)
9 GMC—PD-4104—41
Fairview Motor Repairs, Inc. (N.J.)
2 GMC—TDM-5108—51
North Star Industries Corp. (Mich.)
2 GMC—PD-4104—41
Shell Oil Co. (Tex.)
1 GMC—TDH-5106—51

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Provincial Transport Co. Canada
8 GMC—TDH-5108—51
7 GMC—TDM-5108—51

Total reported for 1958: 590

ADVERTISEMENT

The Year Advertising Helped

This editorial message was first published by McGraw-Hill two years ago. It describes advertising's dramatic contribution to the American economy during 1954. The theme of the editorial—that advertising can help promote economic stability by stimulating sales at a crucial time—is even more pertinent today.

As our economy grows, it is constantly changing. The conditions business faces today are not the same in every respect as those it faced in 1954. But business again has the opportunity, through advertising and other selling efforts, to help sustain a high level of economic activity. At the same time, it will be building markets for the period of renewed expansion that is sure to follow.

This editorial is reprinted exactly as it appeared in 1956 except for minor editorial changes to bring it up to date. Permission is freely extended to newspapers, groups or individuals to quote or reprint all or parts of the text.

Donald C McGraw

PRESIDENT

McGraw-Hill Publishing Company, Inc.

IN 1954 we had a business recession in the United States. Sales fell about 4% during the year. If management had followed the historic pattern of business ups and downs, advertising volume would have fallen much further.

But in 1954 the volume of advertising did not fall. It increased over 5%, and expenditures in all major advertising media rose. Every effort was made to stimulate sales when sales were needed to sustain prosperity.

This was something entirely new under the sun. It had a powerful influence in making the recession of 1953-54 one of the mildest on record. It helped greatly to speed business on to the record-breaking levels it attained in the years 1955-57.

There are several reasons why America's business management attacked this decline in sales with more advertising. One of them grew out of the greatly strengthened position of the American consuming market. Consumers' income after taxes has been rising an average of over $10 billion a year since 1946, and this rising income is more widely distributed than ever before. Furthermore, consumers had piled up reserves of about $200 billion in cash or its equivalent. These reserves offered a new and powerful inducement to increased selling and advertising effort even in the face of a possible decline in consumer income. (At the end of 1957, consumer reserves were $225 billion.)

Taking the Longer View

However, the principal reason why a sales decline was attacked with increased advertising is management's new-found conviction that good advertising is essentially an investment in the development of a market. Successful development requires sustained investment. The inclination of business management to take this longer view is, of course, motivated

McGraw-Hill PUBLISHING COMPANY,

ABP HEADQUARTERS FOR

Kill a Business Recession

by the fact that the American market, with over 3 million consumers being added annually, is growing at a prodigious rate.

Ten years ago only a handful of companies had plans for investment in new producing facilities extending beyond the current year. Today almost all leading companies have investment programs running some years ahead. And keeping pace with these long-range investment plans has been the development of sales and advertising programs to reach tomorrow's greatly expanded markets.

Advertising's Key Role

This crucial role of advertising in providing driving power for our economy is gaining greater recognition every day. In his book, "People of Plenty," Professor David M. Potter of Yale University remarked: "Advertising is not badly needed in an economy of scarcity, because total demand is usually equal to or in excess of total supply, and every producer can normally sell as much as he produces. It is when potential supply outstrips demand—that is, when abundance prevails—that advertising begins to fulfill a really essential economic function."

Today abundance so completely prevails in the United States that it has been conservatively estimated that as much as a third of everything offered for sale falls in the realm of "optional consumption." That is, consumers can "take it or leave it" without any immediate personal inconvenience. But if they decide to "leave it," a terrific economic depression will not be far behind. In such circumstances, advertising—in which, in all of its forms, we are now investing over $10 billion annually—clearly is of crucial importance to our continued prosperity.

In performing its key role in past years, American advertising never realized its full potential. It successfully promoted sales. But it never was called upon to promote an overall economic stability as a direct outgrowth of increased sales.

By successfully promoting both sales and economic stability, as it did in 1954, advertising surely has added new strength to the American economy. It has also added a great new and constructive dimension to advertising itself.

One of the surest means of expanding your sales volume in today's industrial markets is through dominant advertising in the publications directly serving your major customers and prospects.

McGraw-Hill's business and technical publications can give you quick access to the men who initiate, specify and approve the purchases of industrial products and services. Because all are leaders in their respective fields, you are assured a maximum return on your advertising investment when you *concentrate* in the McGraw-Hill publications serving your most important markets.

INCORPORATED · 330 West 42nd St., New York 36, N. Y.

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FLEET OWNER Searchlight Section

CLASSIFIED ADVERTISING: BUSINESS OPPORTUNITIES • EQUIPMENT • EMPLOYMENT

For Sale
USED BUSES AND PARTS

PDG-3701 GMC
PDG-4101 GMC
PDA-4101 GMC (1949)
PD-3751 GMC (1947-48)
PD-4103 GMC (1951)
IC-41 ACF (1947-48)
C-44 ACF (1947-48)

Large number of each model to choose from—Most of these buses now stored at various locations—some near you.

For Further information and prices call or write:

THE GREYHOUND CORPORATION
Equipment Department
5600 Jarvis Avenue Chicago 31, Ill.
Phone: NI les 7-6400

WANTED—DISCARDED
GM71 Old Style & HV Series Injectors & Parts. Top Money Paid.
Cassidy, 7120 Carnegie Avenue
Cleveland 3, Ohio

WHERE TO BUY

For
Special Trailers
to solve special hauling problems
Contact the
TROYLER Corp.
1407 MEYLERT AVE.,
SCRANTON 9, PA.
America's foremost builders of auto and truck haul-a-way trailers

GMC 6x6 NAMED ARMY'S BEST ALL-AROUND TRUCK!

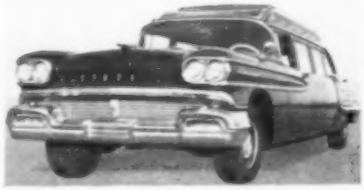
UNUSED!
GUARANTEED! NEW-TRUCK PERFORMANCE!

- Extra Pull Power!
- Double Traction for Mud!
- Special "Off Road" Design!

From Government Storage — these all-wheel-drive GMC 2½ ton 6x6's were specially designed by the U. S. Army to take the roughest terrain in all kinds of weather. These unused 6x6's can do the same for you in all your truck jobs; whether in a muddy field or along a super highway.

Processed — by Memphis Equipment Company — down to the last bolt to assure you of receiving the finest unused GMC 2½ ton 6x6 trucks available today. Parts available anywhere in the nation.

For specifications, prices, delivery, write, wire or phone collect
JAckson 5-7841
MILTON Y. TOOMBS, JR.
Sales Manager
MEMPHIS EQUIPMENT Company
ARMY TRUCKS • PARTS
CONSTRUCTION EQUIPMENT
766 SO. THIRD STREET • MEMPHIS, TENN.



'58 STAGEWAY OLDSMOBILES

Now—Oldsmobile joins the Stageway line with two beautiful new 12-passenger small coaches: Sport Cruiser at $6265.00, Station Wagon at $6705.00. Price includes V8 engine, hydramatic transmission, booster brakes, two heaters and complete heavy duty equipment.

Also available in Chevrolet are Stageway 12-passenger Sport Cruisers, 12 and 15-passenger Station Wagons and rugged 15-passenger Carry-Alls. *Always a nice selection of used coaches.*

Call, Write or Wire Dave Moore

QUEEN CITY CHEVROLET CO.
6th & Sycamore -- Cincinnati 2, Ohio
PArkway 1-4880 -- Night: MYrtle 7-2604

CAR WASHERS

AUTOMATIC ALL PURPOSE SYSTEM REVOLUTIONIZES VEHICLE WASHING
WRITE FOR INFORMATIVE FOLDER
Wohlert Corporation
LANSING 5, MICHIGAN

Scotchlite $6.00 — **SIGNS 24" x 24"** — Vinyl $3.00
Minimum Order—Ten Signs
PRESTOFLEX CORPORATION
Mason City, Iowa

REPRESENTATIVE WANTED

Truck fleet sales representative wanted with proven established fleet contacts. By established aggressive manufacturer of truck safety equipment that possesses exclusive features not found in any other equipment. We have an incentive sales plan that assures large money making possibilities. All replies confidential. RW-7567 Fleet Owner, 520 N. Michigan Ave., Chicago 11, Ill.

Advertise By the Mile!
Your TRUCKS have TWO Big Jobs!.. Yarder Metal Truck Frames make the second job easy.
Changeable Poster Cards make product promotion flexible
Change-Ad Frames for Truck, Bus and Taxi Advertising
YARDER MFG. CO., 716 Phillips Ave., Toledo 12, Ohio

BUSINESS OPPORTUNITY

Texas Petroleum Geologist Seeks Partner or group to finance minimum risk Permian Basin exploration progress. BO-7601, Fleet Owner, Class. Adv. Div., P. O. Box 12, New York 36, N.Y.

No Charge for Sketch — Send for Samples
DECALS PLASTIC BRILLIANT TOUGH
MADE TO YOUR SPECIFICATIONS
ALLIED DECALS INC. 8384 HOUGH AVE. CLEVELAND 3, OHIO

AVAILABLE FOR IMMEDIATE DELIVERY

80

LATE MODEL HIGH-CUBE TRAILERS

Large fleet of 1956 Trailmobile 38' optimum cube vans, completely reconditioned, is ready to roll up profits. 102" inside height back of 6" drop. 18" and 64" king pin location. West Coast tandem location. Available with new tires or recaps. Order *now* through any Trailmobile branch. Write, wire or call collect your nearest branch or Trailmobile Inc., Used Trailer Dep't.

TRAILMOBILE INC.
Cincinnati 9, Ohio

HOLMES WRECKER

Government surplus 10 ton twin boom Holmes wrecker, like new but priced at only $1445.00. Phone Charles E. Bailey.

MEMPHIS EQUIPMENT CO.
766 S. Third Memphis, Tenn. JAckson 5-7841

FOR SALE

7 NATIONAL CASH REGISTERS
Very Good Working Condition
Contact—JOSEPH SCHWARZ
419 Anderson Ave., Fairview, New Jersey
Telephone—WHitney 3-6800

NEW GM 6-71 BLOWERS $125.00
12V Starters $30 Oil Coolers (12 Stack) $15.00

Mor-Powr Engine Sales

Engines—New GM '71 Series Parts
8003 S. Alameda LU 7-1330
Los Angeles 1, Calif. Res. PL 5-5521

FOR SALE

309 GRANT FARELOCKS WITH PROTECTOR SHIELDS.

Very short time in service.
Excellent condition.
Very attractive price.
Terms can be arranged to suit buyer.

WANTED

Approximately 200 Perey Turnstiles, equal or similar to Model 27-D or No. 77 Superstiles to operate on a dime and a .650" diameter token.

Furnish literature, specifications, terms, conditions, prices, and earliest possible delivery.

CIA. METROPOLITAN DE AUTOBUSES, INC.
P. O. Box 2552, San Juan, Puerto Rico

INCREASE PAYLOAD

with lightweight

MULHOLLAND-HARPER

Baked-Enamel-On-Aluminum

SIGNS

LIGHT AS A FEATHER! One-third the weight of conventional steel signs!

SO DURABLE! Aluminum won't rust; tough, hard baked enamel finish withstands abuse, weathering.

AND GOOD LOOKING! M-H Aluminum Signs "dress up" your trucks, add prestige to your fleet. Scotchlite Signs identify your trucks as well by night as ordinary signs do by day. Mail coupon for details.

MULHOLLAND - HARPER CO.
Half a Century of Sign Design and Manufacturing
5810 Tacony Street • Philadelphia 24, Pa.

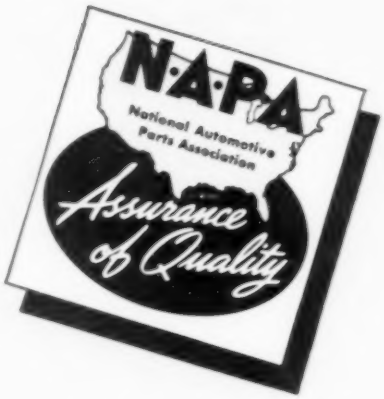
Please send prices and complete information on your truck signs.

NAME _____
COMPANY _____
STREET ADDRESS _____
CITY _____ ZONE _____
STATE _____

N·A·P·A "Parade of Parts"

Brings to Fleet Operators The Finest and Most Comprehensive Group of Nationally Advertised Parts and Supplies Ever Available from One Friendly, Cooperative Source—

THE N·A·P·A JOBBER



● The Nationally advertised parts and supplies which bear the N·A·P·A Seal are all produced by leading manufacturers in their fields. They are recognized by automotive engineers as meeting the highest standards of quality. Many of them, as you will note when you visit *your* N·A·P·A Jobber, are used as original equipment on the vehicles you operate.

As part of the nation's largest independent parts organization, with 45 strategically located warehouses, your N·A·P·A Jobber has the advantage of complete master stocks, of all of these lines, within overnight shipping distance or less. There is no waiting for shipment from distant factories. There is *only one place* you have to go, or call, to get what you need—your N·A·P·A Jobber.

This month, your N·A·P·A Jobber is joining with thousands of others in the nation-wide "Parade of Parts" to spotlight the service and supply advantages which you can receive only through your N·A·P·A Jobber backed by this organized system of warehouse distribution.

Visit your N·A·P·A Jobber during the "Parade of Parts." Learn first-hand about the products and service he has to offer you. It is a service which will save you time, and needless expense—and give you complete assurance of quality—when you concentrate your buying with him.

Your N·A·P·A Jobber is a Good Man to KNOW!

National Automotive Parts Association, Detroit, in behalf of the thousands of independent

N·A·P·A JOBBERS

who supply the automotive repair trade from coast-to-coast with nationally advertised brands of quality automotive parts and supplies.

Western Fleets Report:

150,000 to 200,000 trouble-free miles from Spicer H-D Clutches

Western terrain means rugged service for clutches. Yet, one West Coast operator says, "The only time we touch the Spicer Clutch is at the end of 200,000 miles. Then, we rebuild the engine and overhaul the clutch — whether it needs it or not."

Still another fleet owner states, "We don't even bother with preventive maintenance for our Spicer Clutches. They're absolutely trouble-free from one overhaul period to another — or about 150,000 miles."

Make sure your clutches last at least as long as the engine by installing Spicer Heavy-Duty Clutches. They're available in a unitized assembly . . . including release bearing, bearing housing and yoke. Specify Spicer on your next job.

For further information or technical assistance contact the Dana Engineer.

DANA CORPORATION • Toledo 1, Ohio

DANA PRODUCTS Serve Many Fields:

AUTOMOTIVE: Transmissions, Universal Joints, Propeller Shafts, Axles, Powr-Lok Differentials, Torque Converters, Gear Boxes, Power Take-Offs, Power Take-Off Joints, Clutches, Frames, Forgings, Stampings.

INDUSTRIAL VEHICLES AND EQUIPMENT: Transmissions, Universal Joints, Propeller Shafts, Axles, Gear Boxes, Clutches, Forgings, Stampings.

AVIATION: Universal Joints, Propeller Shafts, Axles, Gears, Forgings, Stampings.

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AGRICULTURE: Universal Joints, Propeller Shafts, Axles, Power Take-Offs, Power Take-Off Joints, Clutches, Forgings, Stampings.

MARINE: Universal Joints, Propeller Shafts, Gear Boxes, Forgings, Stampings.

Many of these products manufactured in Canada by Hayes Steel Products Limited, Merritton, Ontario.

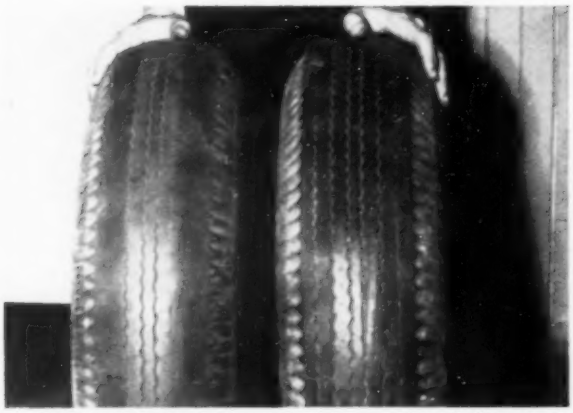
DANA Spicer

RAYON
CORD
TIRES

FIVE WAYS

One of the newest pieces in Yale's 535 unit fleet. Like all other Yale units, it rolls on rayon.

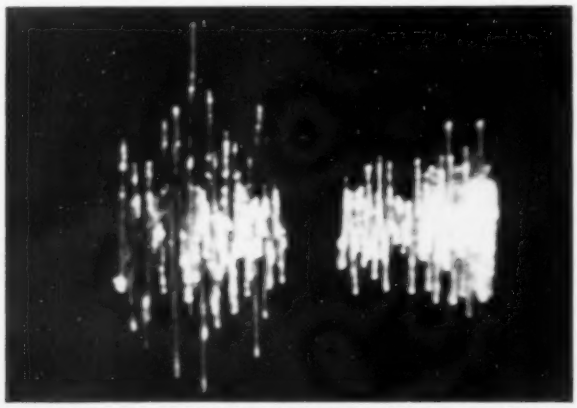
BEST BY TEST!



LONGER TREAD LIFE... test driven under similar conditions for same length of time, rayon tire (right) shows much less tread wear than nylon tire.

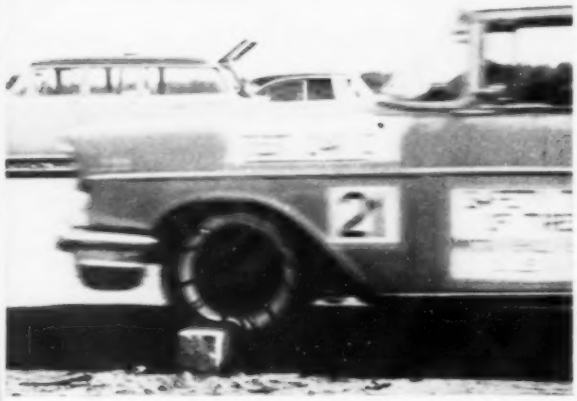
No wonder new 1958 RAYON CORD TIRES pay off for YALE TRANSPORT CORP.

MAJOR EAST COAST CARRIER.



QUIETER RIDE LESSENS DRIVER FATIGUE... graph taken from oscilloscopes shows difference in octave noise levels of rayon tires (right) versus nylon under normal operating conditions.

1. **Greater Heat Resistance**... new rayon tire cord actually grows stronger as heat builds up at high road speeds.
2. **Reduces Highway Hypnosis**... tires ride up to 33 per cent quieter, reducing dangers of high noise level.
3. **More Stability**... no troublesome flat spotting or "morning thump"... safer, easier steering control.
4. **Longer Tread Life**... controlled tests prove rayon tires give up to 26 per cent longer tread life.
5. **Retreadability**... comparative retreading tests prove rayon tires take more retreads, with greater mileage per retread.



GREATER BLOWOUT PROTECTION... rayon tires tested by smashing into six-inch granite curbstone at 60 m.p.h., show no trace of cord rupture even under microscopic examination.

YALE TRANSPORT CORP., with some 180 tractors, 225 trailers, and 130 trucks, covers more than 17,500,000 miles a year, and all of this mileage is on dependable rayon cord tires.

HENRY MONDSCHEIN, maintenance superintendent at Yale, has this to say about new 1958 rayon cord tires: "*We find that rayon cord tires mean greater mileage. We're getting an average of 125,000 miles on original tread and a good percentage of our tires are recapped three times. Rayon also means less down-time loss and a low, low tire inventory. Rayon cord tires really pay off for us.*"

AMERICAN RAYON INSTITUTE INC.

AMERICAN RAYON INSTITUTE, INC.

350 Fifth Avenue, New York 1, N. Y.

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ACROSS THE EDITOR'S DESK

MOST COMMON CARRIER FLEET OWNERS you talk to laugh off air shipment of freight as so far in the future that it's nothing to worry about. Over the past three years, FLEET OWNER has printed numerous stories on the subject . . . all of them aimed at showing that air freight is going to be a tough competitor sooner than most people think.

From General Electric comes the latest example. For some time now, GE has been conducting an experiment in direct factory-to-dealer shipments. The advantages are great: packing costs are reduced to a minimum, warehousing almost eliminated and shipping costs reduced. As part of the experiment, GE tried air freight for one shipment. Although GE officials deny it, the rumors are that GE is aiming at nothing less than 100% air-freight shipments to dealers.

Add this to the other signs and you'll want to keep your eyes on the air-freight movement. Competition for long-haul freight from this quarter may come quicker than you think.

■

There's an editorial in Life (Mar. 3, '58, p 28) entitled "*How to Save the Railroads.*" We recommend that every fleet owner read it. Henry Luce and his usually brilliant staff have done the trucking industry no service.

The editorial recommends that we ". . . abolish the ICC altogether, at least as far as its rate-making power is concerned." Later on in the editorial *Life* admits that the effect of its proposal would "doubtless drive many trucks from the highway and thereby reduce what the ICC calls competition." With the research and reporting facilities available to the editorial writers on *Life*, this is a very strange conclusion to have arrived at.

Sure the railroads should be saved. They are an important part of the economy of this country. But they should not be saved at the expense of any other form of transportation. And it's extremely difficult to be sympathetic with the railroads' plight because so much of it was self-made. Their dusty executive thinking allowed them to go for years without making any major changes in their methods of operation. And then when it became apparent that trucks were here to stay, they didn't say "what can we do to provide a better service?" They concentrated their efforts on knocking trucking, they used their powerful lobbies to push anti-trucking legislation and they resorted to many unsavory methods to try and sell their bill of goods (the Pennsylvania Motor Truck suit, decided in favor of the trucking industry, proved this point).

Now, the railroads feel they're in a last ditch stand (and, unfortunately, *Life*'s bought the story). And what's the railroads' solution to the problem. Improve service? No. Modernize methods? No. Get rid of costly featherbedding? No. Change the rules? Yes. Change the rules so that one industry can be saved and another, no less important to the nation, hurt.

Doesn't make sense, does it? But that's what *Life* proposes. We think the proposal should be actively fought by every fleet owner in the country.

And we also think that the solution to the railroad problem is best illustrated by this statement in the *Chicago Daily News* which commented on the fact that six Chicago-based railroads had pared a day from their Pacific Coast delivery time: "It looks like another case of not realizing how fast you can run until you hear the wolves panting behind you."

■

The Interstate Commerce Commission is about to step off the deep end again. It has made a series of recommendations for placing motor vehicles out-of-service that it suggests be incorporated in the Motor Carrier Safety Regulations in place of present section 196.5. There are many faults in the proposal but the major one is that it is virtually impossible to write an all-inclusive list of defects that would cause a vehicle to be out-of-service.

But even more unsettling is the thinking behind a proposal of this type. It is the function of the ICC to broadly control safety by telling fleet owners *what* they consider safe standards. It's up to the fleet owner to operate under these standards by using his own methods. Once the ICC tells the fleet owner *how*, it has exceeded its function. The results could be chaos.

Caswell Speare
Editor

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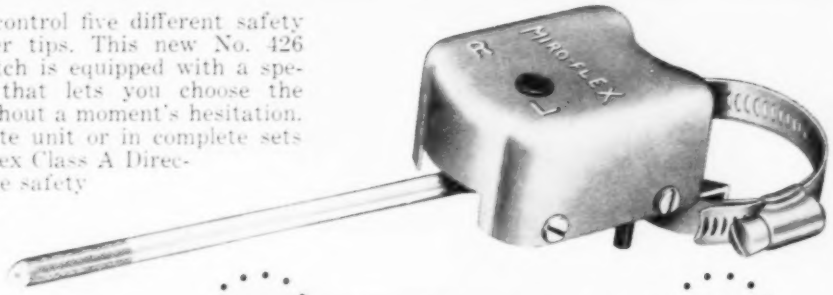

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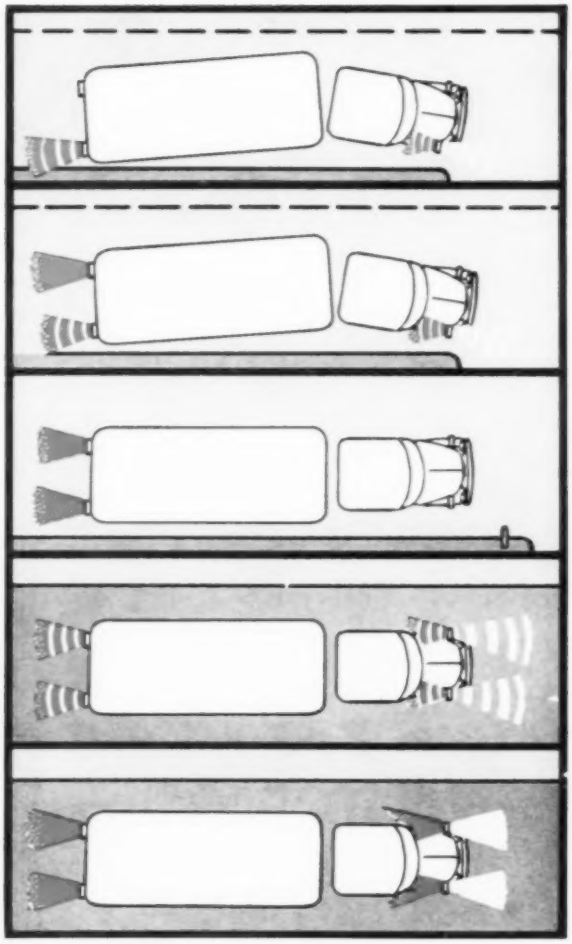

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1. With both the selector button and brake off, the No. 426 serves as a standard manually cancelling turn signal — either left or right.

SIGNALS TURNS WITH BRAKES ON

2. With the selector button off, but with the brake on, it is used as both a stop and turn signal switch.

SIGNALS STOP

3. With the selector button off and the turn switch arm in neutral, the rear lights serve as standard stop lights.

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